

HARDWARE AND METAL

ANNUAL
SPRING NUMBER

CANADA

MARCH 26 1910
PRICE 25¢

VOL. 22

THE
DAWN OF
CANADA'S
BRIGHTEST YEAR

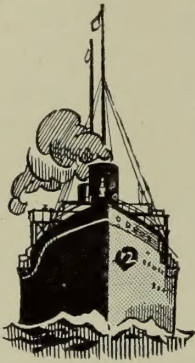
NO. 13



THE MACLEAN PUBLISHING COMPANY LIMITED
MONTREAL TORONTO WINNIPEG VANCOUVER NEW YORK LONDON ENG
PUBLICATION OFFICE TORONTO



OUR NAVAL POLICY



1st:—To encourage the shipping of "QUEEN'S HEAD" Galvanized Iron.

2nd:—To maintain the present two power standard of excellence of "QUEEN'S HEAD" so as to protect the dealer and satisfy the consumer.



We Dread-nought Competition.

John Lysaght, Limited

Bristol, Eng.

Montreal

Canada Plates

"DOMINION 

Galvanized and Polished Canadas of the highest grade.
Extra heavily coated. Soft and flat.
Insist on getting them. It is worth it.

"CANADA 

Standard quality Galvanized Canadas. Easy working quality. Also half-bright C.R.C.A. Canadas of superior finish.

"TRYM"

A good grade of close annealed Plates. Just the thing for Roofing.

Ingots Metals

Aluminum,
Antimony,

Tin—Straits and Williams', Harvey's, "Lamb & Flag,"
Copper—Lake and Casting, Pig Lead,
Zinc Spelter.

The A. C. Leslie & Co. Limited, Montreal

Personal
Attention

Neat
Packing

Thanks !

Our best thanks are due to the Retail Hardware Trade for the large number of opening orders received during the past year.

It is most satisfactory to find that our policy of selling only to the legitimate Hardware Trade has been so appreciated by retailers, and to this policy we, in a large measure, attribute the business success we have achieved.

All orders receive personal attention, and special care is given to the neat packing of goods.

Prompt Shipment. Customers may rely on having goods shipped the same day as orders are received.

WE SOLICIT YOUR ENQUIRIES

Kennedy Hardware Company
Colborne Street
Toronto

Limited

Quick
Shipments

Retailers
Only
Supplied



"The fireproof age means sheet metal taking the place of wood—more money for you."

—The Philosopher of Metal Town.

Fireproof Lathing

Get after the Architects and Contractors in your town. Convince them of the economical, durable and fireproof qualities of the "HAYES" Steel lath. Suggest using it in the contemplated new buildings. It means big business for you. We will give you estimate of complete cost of lathing for any building—you get the measurements.

Absolutely Fireproof is the aim in building now-a-days. Steel must be used in place of wood.

The "HAYES" Patent METALLIC LATH

is made from the finest sheet steel. It is easier and quicker to erect, being made in large sheets and requires 50% less mortar than any other lathing. The flanges on the "Hayes" Lathing grip the plaster firmly. This, together with the extra stiffness of the "Hayes" Lath, makes a rigid wall, unequalled by any other method of hollow wall construction. The "Hayes" Metallic Lath is used extensively as a backing for decorative tiled fronts, columns, etc. It is a firm, lasting basis upon which to lay the cement.

We Manufacture:—

Metallic Rock Faced Siding, "Eastlake" and "Empire" Steel Shingles, Metallic Ceilings and Walls, Cornices, Finials, Ventilators, Skylights, Conductor Pipe, Eave-trough, Corrugated Iron, "Impervia" Fireproof Glass Windows and Doors, and a general line of Architectural Sheet Metal Goods.

We will send you full information and suggestions for its many uses if you will write us.

MANUFACTURERS



1796

The Sommerville Hardware Co., Ltd.

Wholesale Hardware

Edmonton, Alberta

We are amply prepared to handle the hardware trade of Central and Northern Alberta. Can give you prompt shipment and prices are right, while quality of the goods is of the highest. Mail orders given special attention.

Write

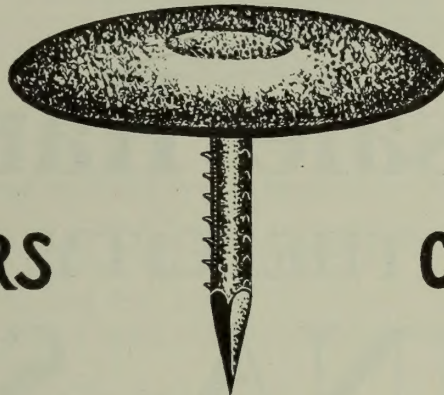
P. O. Drawer 1887

Phone

Long Distance 2228

TRADE **SIMPLEX** MARK
ROOFING NAILS

ONE PIECE
TIME SAVERS



LARGE HEAD
CURVED HEAD

The Simplex Nail has four times the head area that a large-headed wire nail has. For this reason it holds the roofing paper down—no tearing away from the head. This is all-important. It is the size of the head that tells. Insist on the Simplex, with a head one inch in diameter.

Samples and Prices on Application

LEWIS BROS., Limited

Agents for the Dominion of Canada

MONTREAL

OTTAWA

TORONTO

VANCOUVER

To the Hardware Merchants **of Western Canada :**

We take this opportunity of advising you that we are establishing a

Wholesale Hardware **IN THE CITY OF** **REGINA, SASK.**

Our location enables us to meet the demand for quick service, and it will be our aim to carry a well-assorted stock, suited to the requirements of the Western trade.

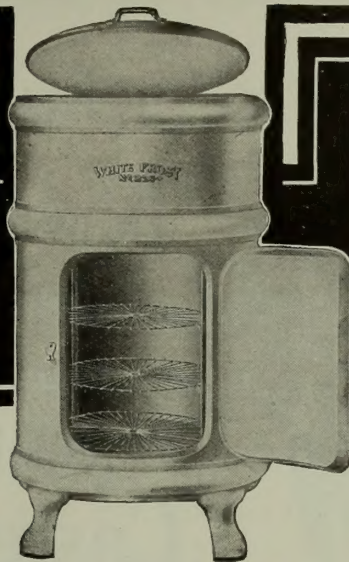
It is hardly necessary to point out the advantages to be gained by the Retailers, in consequence of there being a complete stock of SHELF and HEAVY HARDWARE in the heart of the Prairie Provinces.

Our travellers will be calling on you in due course, and all orders entrusted to them will receive careful attention, our policy being:

COMPLETE STOCK, QUICK SERVICE, BEST PRICES

PEART BROS. HARDWARE CO., Limited
REGINA, - SASK.

White Refrig



Frost erator

- ¶ In all the world no other Refrigerator so good, so sanitary, so economical, so durable as this.
- ¶ In five years' practical use it has not developed one single defect—not a single merit demanded in a Refrigerator found wanting.
- ¶ It is all we claim for it—and then some.
- ¶ One sold in a neighborhood has always brought a demand for more—dealers increase orders every year.
- ¶ Isn't this the Refrigerator for your trade?
- ¶ No other Refrigerator has so many successful selling merits as the "*White Frost*."
- ¶ The "*White Frost*" is round in shape and beautiful in appearance.
- ¶ It is made entirely of metal—there is not a splinter of wood in the construction.
- ¶ It is enameled inside and out. Enamel baked on.
- ¶ It has revolving wire-mesh shelves, electrically welded and tinned. Can be adjusted, removed and replaced quickly.
- ¶ There are no nasty corners—no crevices in which dirt and disease germs can lodge.
- ¶ The whole insides can be taken out and replaced in a few minutes.
- ¶ The principle of refrigeration is the sure and simple operation of a natural law—the cold air drops and the warm air rises—insuring a constant current of pure cold air through the provision chamber.
- ¶ Because of thorough refrigeration it keeps food pure, sweet, wholesome.
- ¶ It never gets foul nor ill-smelling.
- ¶ It is most economical of ice.
- ¶ It is most reasonable in price.
- ¶ Every "*White Frost*" is sold on the "satisfaction or money back" guaranty.
- ¶ It is extensively advertised, and people will come to your store asking for the great "*White Frost*" Refrigerators. It will be risky to disappoint them, because some one in your town will have them on sale, and it doesn't take folks long to find out the "good things."
- ¶ Let us have your orders promptly, for the demand is large. Catalogs and terms mailed promptly.

LEWIS BROS., Limited

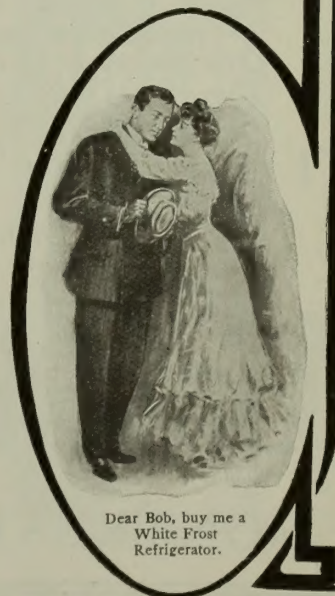
EXCLUSIVE CANADIAN DISTRIBUTORS

MONTREAL

OTTAWA

TORONTO

VANCOUVER



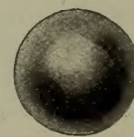
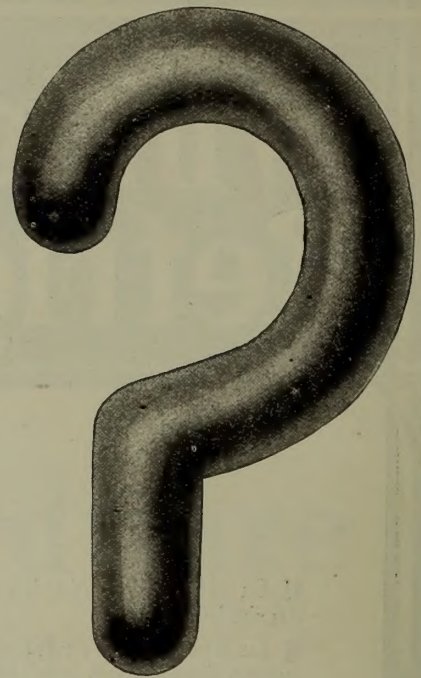
Dear Bob, buy me a
White Frost
Refrigerator.



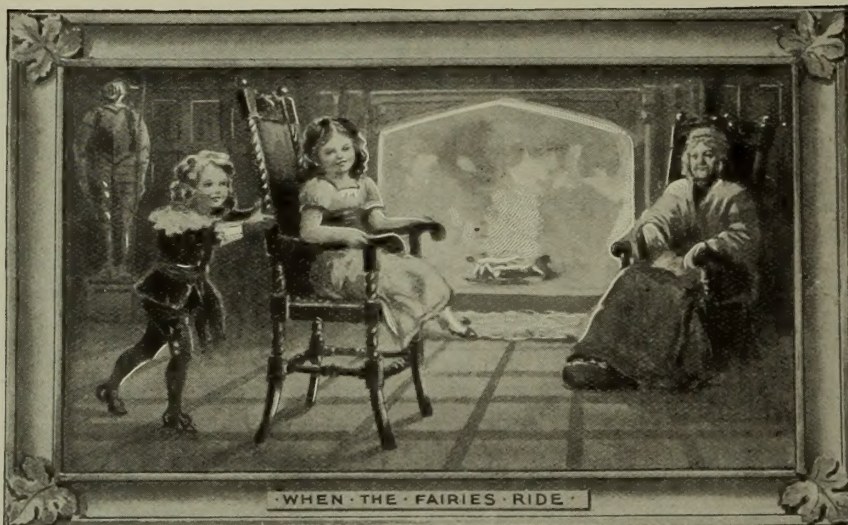
EASILY APPLIED



**Domes of
Silence
or
Wheel-less
Casters**



**Are You
Anxious to Make
Easy Money?**



WHEN THE FAIRIES RIDE

Domes of Silence sell over the counter at 15 cents a set of four. Every set sold creates a demand for more.

Live dealers have men out placing these casters on chairs in their clients' homes, in hotels and stores at 25 cents per set.

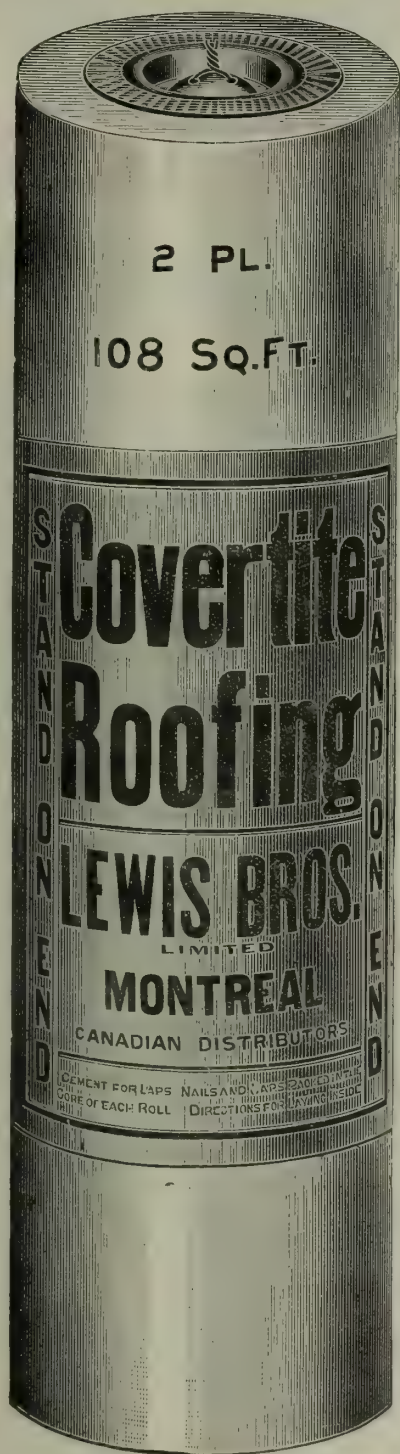
This Pays Them 150%—Profitable, Isn't It?

Why not start selling these casters in your district?

Caverhill Searmont & Co

Sole Wholesale Distributors

MONTREAL AND WINNIPEG



Covertite Roofing
Highest Quality Moderate Price

Lone Star Roofing
Good Quality Low Price

Do not make the mistake of believing we cannot give you as good a roofing for the money as some manufacturer, for in fact we can give you a **better** one.

We purchase our roofings on large contracts from a manufacturer who supplies large jobbers only without any advertising or selling expense. All we pay is the actual cost of making the goods plus a small manufacturer's profit.

Our cost of selling is not paid entirely out of roofing sales, but is spread over our entire line of hundreds of different articles of hardware and building materials, of which roofing is only one. With the manufacturer selling the trade, his entire advertising and selling expense beside his profit comes out of the roofing. When his salesman goes into a town to sell 25 or 50 squares of roofing, think of the margin he must get to pay his day's salary and expenses. Some days he doesn't sell anything.

When our salesman goes into a town he has hundreds of articles to sell and he sells them every day—the expense of selling any one is but a few cents instead of six to eight dollars.



LEWIS BROS., Ltd.

EXCLUSIVE CANADIAN DISTRIBUTORS

Montreal

Ottawa

Toronto

Vancouver



A Century in the

We do not solicit business on the ground that our establishing of a hundred years in business, we are able to sale house in the Maritime Provinces. During our should be made. At the same time it has been our

Large, Well-Assorted Stocks

Our stock of Heavy Hardware, Plumbing, Steamfitting and Foundry Supplies is exceptionally large and well-assorted. You are invited to visit our warehouses whenever you are in Halifax. On such an occasion we can speedily demonstrate our ability to handle your orders satisfactorily.

Prompt Shipment

The continuous presence of large stocks in our warerooms, together with our splendidly organized shipping department, enable us to make shipments with exceeding promptness. We always make a point of shipping orders on the same day they are received.



We Solicit Your Orders on

W^m. Stairs, Son

Halifax

Hardware Trade

1910



lishment is a century old. But we submit that with our give the retail trade better service than any other whole-long career it was inevitable that some mistakes earnest endeavor not to make the same mistake twice.

Repeat Orders are Best

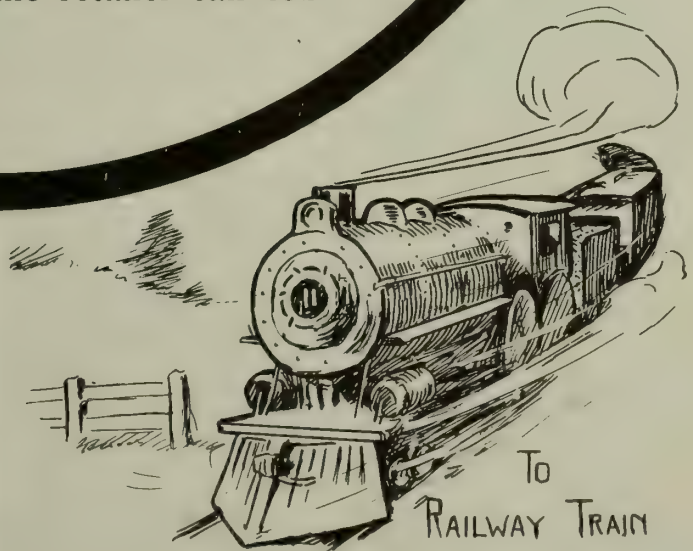
We have always refrained from overstocking our customers. No matter how certain the selling qualities of an article, we recommend moderate orders. We would rather repeat a shipment many times than run the risk of over-stocking a customer and thus tying up his capital. We prefer to give good service and maintain the goodwill of our customers.

Well Bought—Half Sold

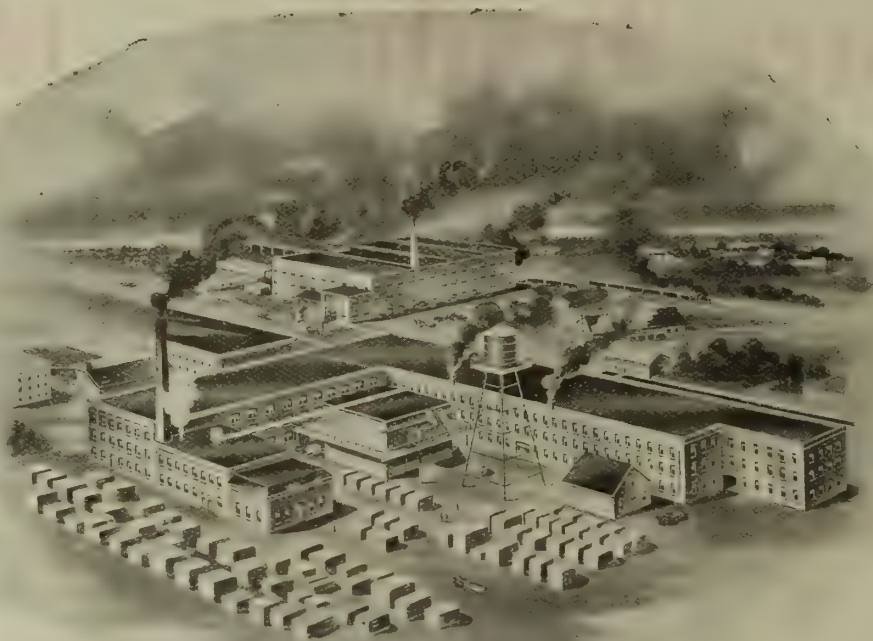
Perhaps the best lesson taught by long business experience is that of Right Buying. Our buyers hold their positions through shrewdness in, selecting goods which will find a ready sale through the retail trade. This means more than holding manufacturers down to a close price. It means also the constant exercise of well-trained discretion in buying only that kind of stock which the retailer can sell easily at good profits.

a Basis of Good Service

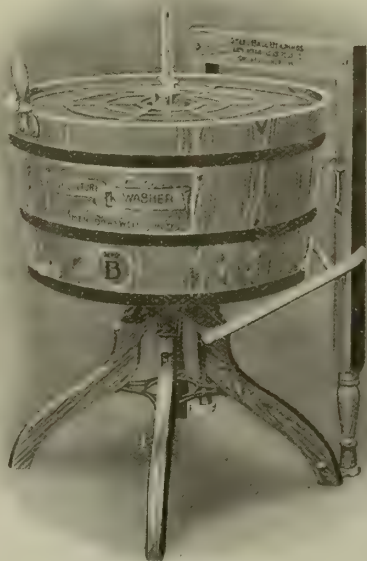
& Morrow
Limited
Nova Scotia



THE HOME



OF New Century Washers Arrow Brand Wringers



Leader
Churns
and
Monitor
Lawn
Dryers

Profit and
Reputation
Makers



The Line that has always led the way in every step
of Washer, Wringer, Churn and Dryer Improvement

CUMMER-DOWSWELL, Limited

MAKERS HAMILTON, ONT.

W. L. Haldimand & Son, Eastern Agents, Montreal

GLOBE METAL POLISH

- Always gives satisfaction
- Works quickly and easily
- Lustre lasts longest
- Most economical to use
- Positively non-injurious

Restores the original lustre
to all kinds of metal

- IN THE HOME
- IN THE GARAGE
- IN THE ENGINE ROOM
- IN THE YACHT
- EVERYWHERE



GLOBE METAL POLISH
"REALLY IS THE BEST"

LEWIS BROS., LIMITED

Importers and Distributors

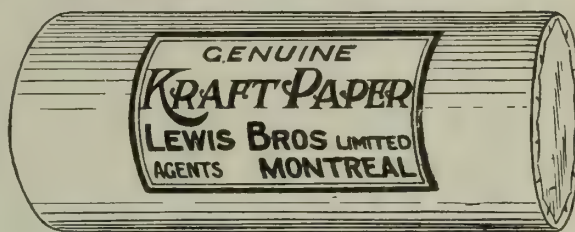
Montreal

OTTAWA

TORONTO

VANCOUVER

KRAFT



The Paper of To-Day

The name "KRAFT" is derived from
a Scandinavian word meaning "Strong."

Combined with its strength it gives
you the maximum of service with the
minimum of weight.

Don't confuse our Kraft with the
many Domestic or near Krafts which
may be offered to you at a slightly lower
figure.

Full lines carried in stock in rolls and sheets

Samples and prices gladly sent
on application

Lewis Bros., Limited

Importers and Distributors

MONTREAL

OTTAWA

TORONTO

VANCOUVER

“APOLLO”

Galvanized Sheets

CEMENT

White's Portland, Keene's,
Also Ground and Lump Whiting

GLASS

Belgian Window Glass, (COMET Brand)
Figured Rolled, Muffled,
Cathedral and Wired Glass

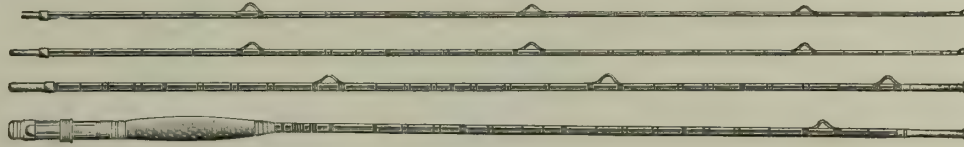
B. & S. H. Thompson & Co.

MONTREAL

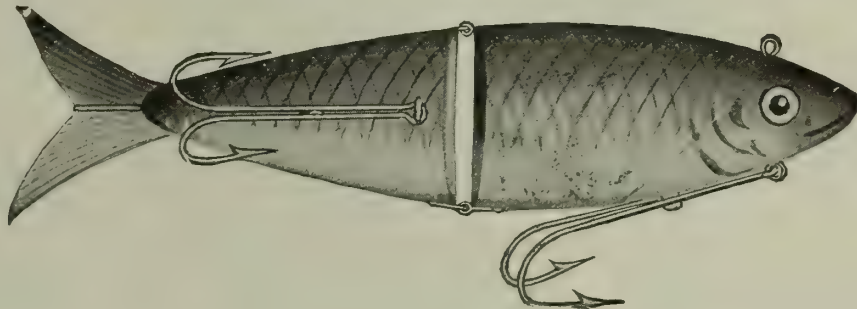
Limited

Fishing Tackle

Base Ball Goods, Croquet, Hammocks, Camp Furniture



The Minnow that Swims



Folding Chair



Crescent



No. 500

Write for Catalogue No. 41



Lewis Bros., Limited

Importers and Distributors

MONTREAL

OTTAWA

TORONTO

VANCOUVER

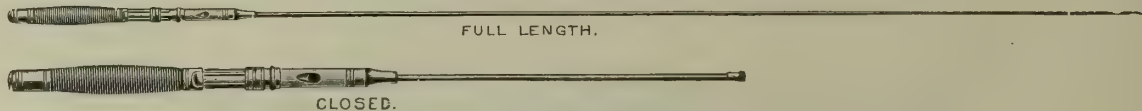
FISHING RODS

Now is the time to lay in your stock of Fishing Tackle.
Before placing your order get prices on our "Telescope" and
"Jointed" Steel Rods and "Mohawk" Floating Minnow Cans.

GOOD MONEY MAKERS.

MODERATE IN PRICE.

BRISTOL STEEL FISHING RODS



TELESCOPIC

BAIT RODS
Length, 9 feet, 6 inches
Telescoped, 32 inches.

BASS RODS
Length, 10 feet
Telescoped, 37 inches.

WRITE FOR PRICES ON

"BRISTOL"
Steel Fishing Rods
"RAINBOW"
Steel Fishing Rods
"SAMSON"
Steel Fishing Rods
Wood Fishing Rods
Best Greenheart Rods
Trunk Rods and Bamboo
Fishing Rods



Floating "Mohawk" Minnow Cans
Made of Heavy Galvanized Iron
Size 10 Quarts.

SEE Our General Hardware Catalogue FOR

**Hooks, Reels
Rods, Lines**
and everything in
**FISHING
TACKLE**

GET AFTER THIS
BUSINESS, IT PAYS



JOINTED STEEL FISHING RODS

WE
SHIP PROMPTLY

ASK OUR TRAVELLERS ABOUT THIS LINE.

WE
SHIP PROMPTLY

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants



Montreal

: : : : :

Canada





LEWIS BROS., LIMITED

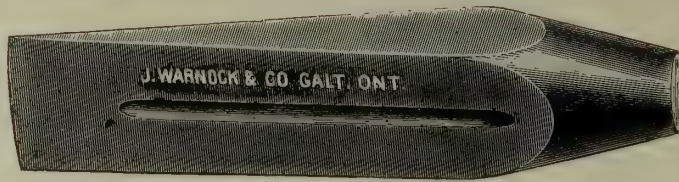
Importers and Distributors

MONTREAL

Ottawa

Toronto

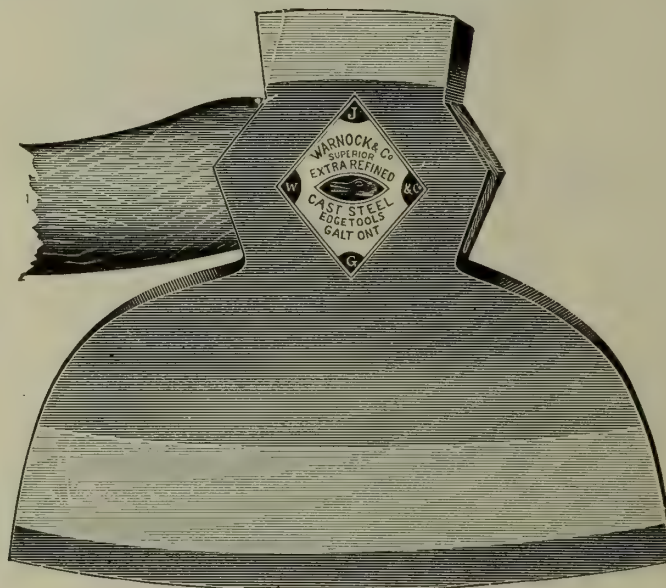
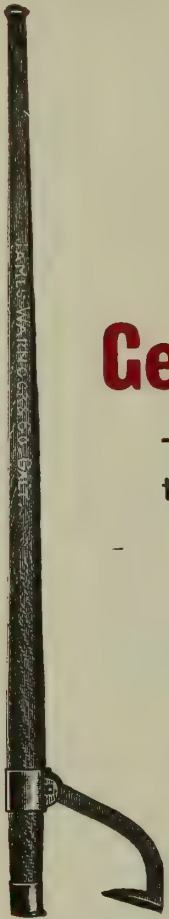
Vancouver



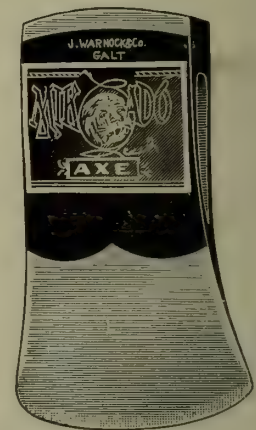
It pays to handle our

Genuine Sheffield Steel Tools

They are made by Steel Specialists and are the only tools made in Canada from Genuine Sheffield Steel.

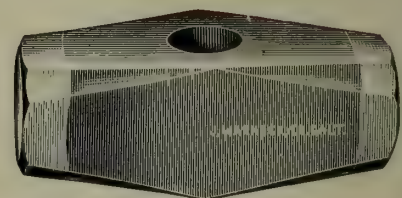
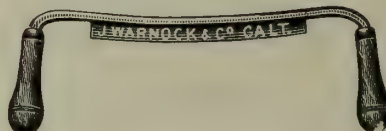


We manufacture a complete line of Edge and Lumbering Tools, only partially illustrated by the cuts on this page. Our Tools are sold by all jobbers.



Allan Hills Edge Tool Co.
Limited,

GALT, ONTARIO



THE MAKING OF DISSTON FILES



In the DISSTON WORKS, from the making of the Crucible Steel itself to the finished file, every operation is carefully performed by skilled workmen and rigidly inspected.

Over THIRTY THOUSAND DOZEN DISSTON FILES are used annually in the Disston Saw Shops, Handle Shops and Machine Shops, and in using them they know what a good file should do and make the DISSTON FILES so they will do it.

LEWIS BROS., Limited

IMPORTERS
AND DISTRIBUTORS

MONTREAL

OTTAWA, TORONTO
VANCOUVER

THE WARREN SYSTEM OF HARDWARE STORE EQUIPMENT

— WILL —



MODERNIZE AND SYSTEMATIZE YOUR STORE
ADVANCE YOUR SALES
25 % TO 50 %
INCREASE YOUR PROFITS AND DOUBLE THE
VALUE OF CAPITAL INVESTED ~

*CATALOG AND INFORMATION
MAILED FREE UPON REQUEST*

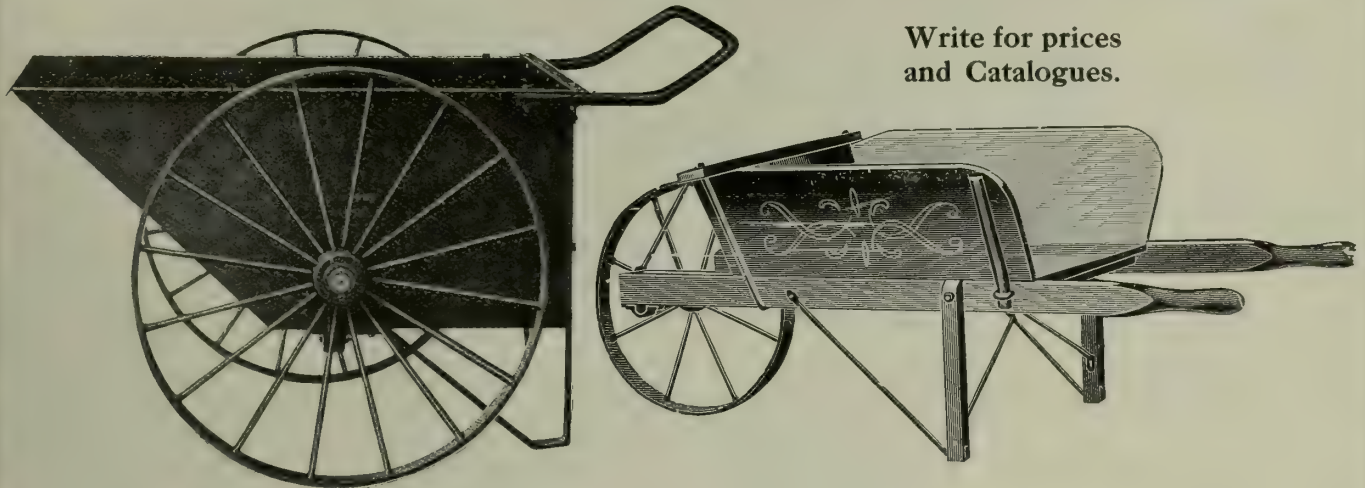
J.D.WARREN MFG. CO.

FIFTH FLOOR MASONIC TEMPLE

CHICAGO, U.S.A.

“Sterling” Wheelbarrows and Carts

We started to manufacture this well-known line in April, 1909, and have met with good success in making and selling same. May we not add you to our list of customers?



Write for prices
and Catalogues.

We also manufacture Wheelbarrows of every description in both wood and steel for Contractors, Miners, Municipalities, Cement Workers, Coal Dealers, Foundries, Brickmakers, Farmers and Gardeners.



Also Warehouse, Steam-
boat, Packing House and
Bag Trucks.

Hods, Skids, Timber
Dollies, Drag and Wheel
Scrapers, etc.



Selling Agents: For Quebec and Maritime Provinces
ALEXANDER GIBB,
13 St. John St., Montreal

For Manitoba, Saskatchewan and Alberta
BISSETT & LOUCKS,
151 Notre Dame Ave. E., Winnipeg

For British Columbia
JOHN BURNS,
313 Water St., Vancouver

Meaford Wheelbarrow Co., Limited

MEAFORD, ONT.

Samson Harvest Tools



A line that has jumped into quick prominence with the trade because of all-round superiority, both as regards service and value. This will be a big year for farming tools of every sort, and wide-awake dealers are placing their orders well ahead. The fact that Samson goods are

FULLY GUARANTEED

carries its own argument. With harvest tools, more than almost any other line, it pays to pay for quality. When help is scarce and work rushed to the limit is a poor time to try a man's temper with a broken fork or handle. Better be on the safe side, and stick to the line you know to be genuinely good.

H. S. Howland, Sons & Co., Limited
TORONTO

GRAHAM NAILS ARE THE BEST

We Ship Promptly

Our Prices are Right

MORE LETTER ORDERS



We are pleased at the steady increase in Letter Orders, and the promptness with which dealers respond to any announcement of immediate interest. It shows very conclusively that we are keeping faith with customers, and giving them the sort of service that spells "satisfaction." Write us whenever you need anything in our line.

H. S. Howland, Sons & Co., Limited

We Ship Promptly

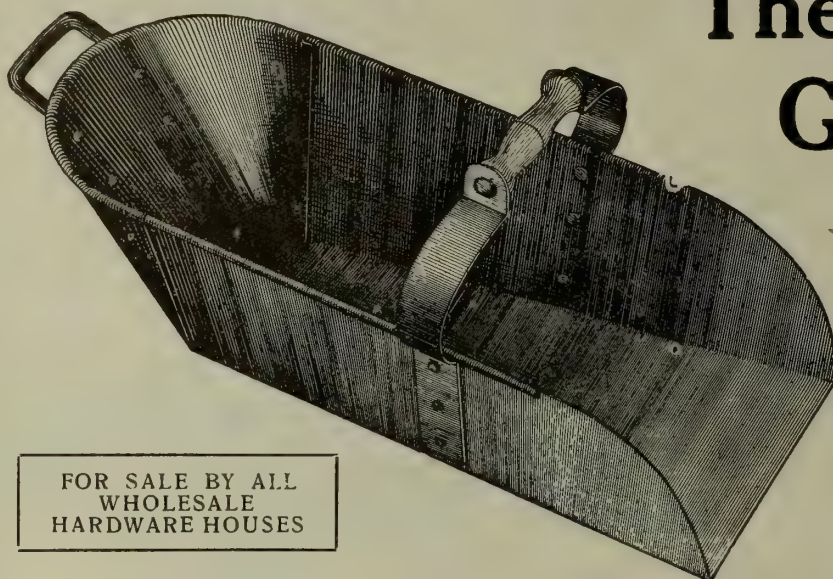
Wholesale Hardware

Our Prices are Right

TORONTO

GRAHAM NAILS ARE THE BEST

The "Manitoba" Grain Scoop



Largely used for the rapid handling of grain. Every Farmer, Miller and Storekeeper wants the "Manitoba" Scoop.

FOR SALE BY ALL
WHOLESALE
HARDWARE HOUSES

Eclipse
Child's Shovel
Red
and Black

Eclipse
Boy's Shovel
Red
and Black

Eclipse
Snow Shovel
Round Handle
18 Gauge

Eclipse
Steel Shank
Snow Shovel
16 Gauge

Eclipse
Shank
D Top
16 Gauge

Eclipse
Railroad Snow Shovel
(cast steel)
15 Gauge

Eclipse
Furnace
Scoop
18 Gauge



No. 10



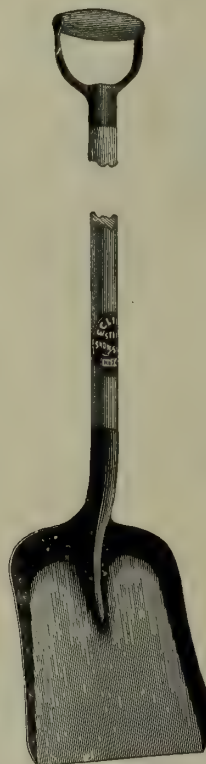
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No. 19



No. 28



No. 29



No. 30



No. 23

The Eclipse Manufacturing Company,

Also Manufacturers of Steel Office Furniture and Files

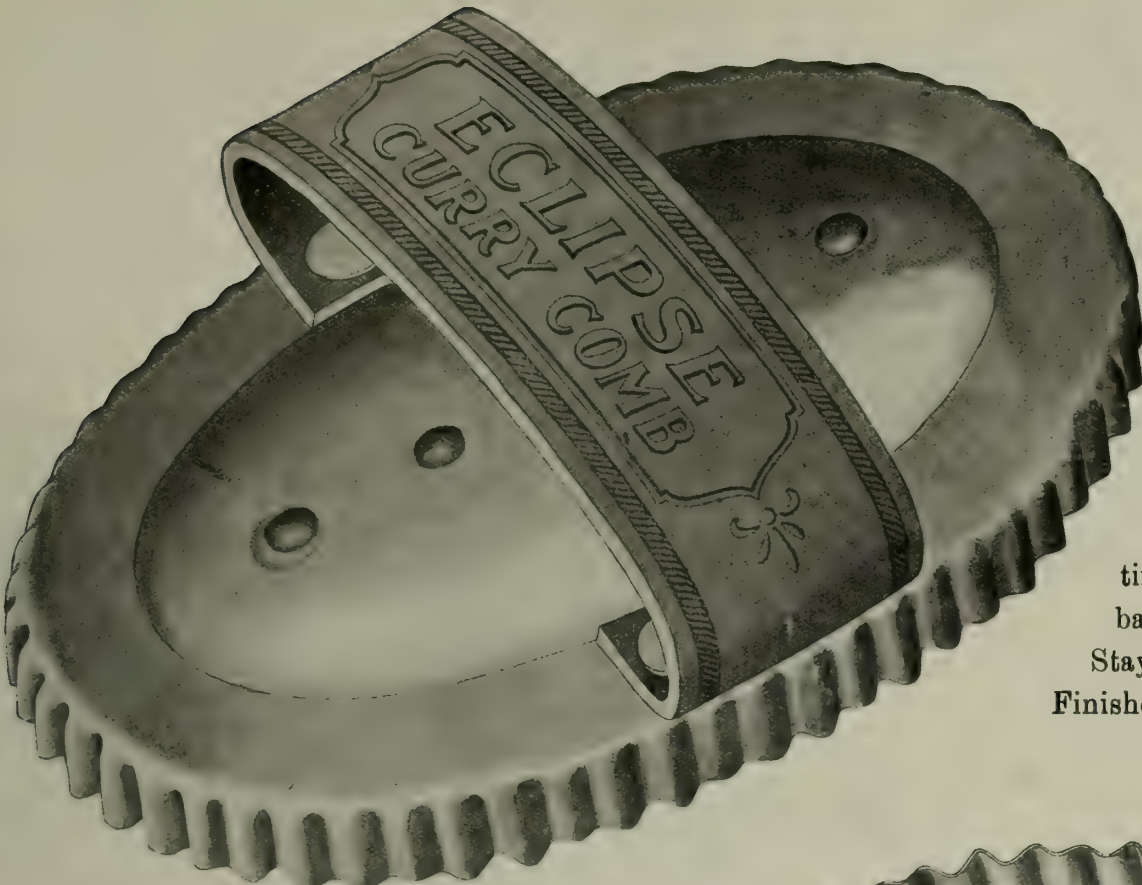
LIMITED

OTTAWA, ONTARIO

THE ECLIPSE CURRY COMB

Patented 1896

Manufactured
from three solid
pieces of sheet
tin, lacquered and
baked. Riveted to
Stay, Strong, Well
Finished, Rust Proof.



Easy to use, easy to clean. The
indentations comb thoroughly
yet smoothly.

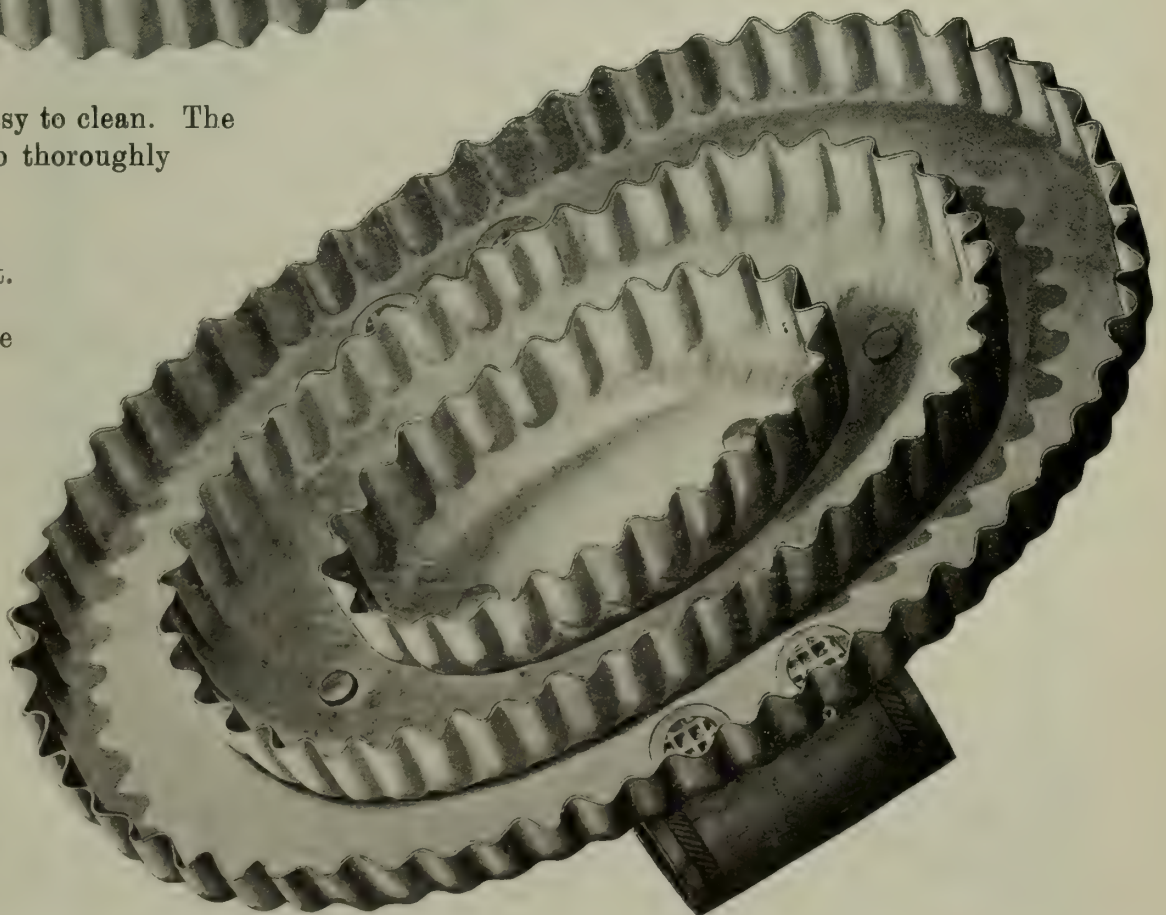
The trade like it.

The dealers like
it.

The users
like it.

The horses
like it.

Ask your
wholesale
house, or write
direct to



THE ECLIPSE MANUFACTURING CO., Limited
OTTAWA, ONTARIO



Take a Vet

In selling tools of any kind
They invariably prove

Nicholson-made Files and Rasps

are the product of people who for generations have SPECIALIZED in the manufacture of Files and Rasps.

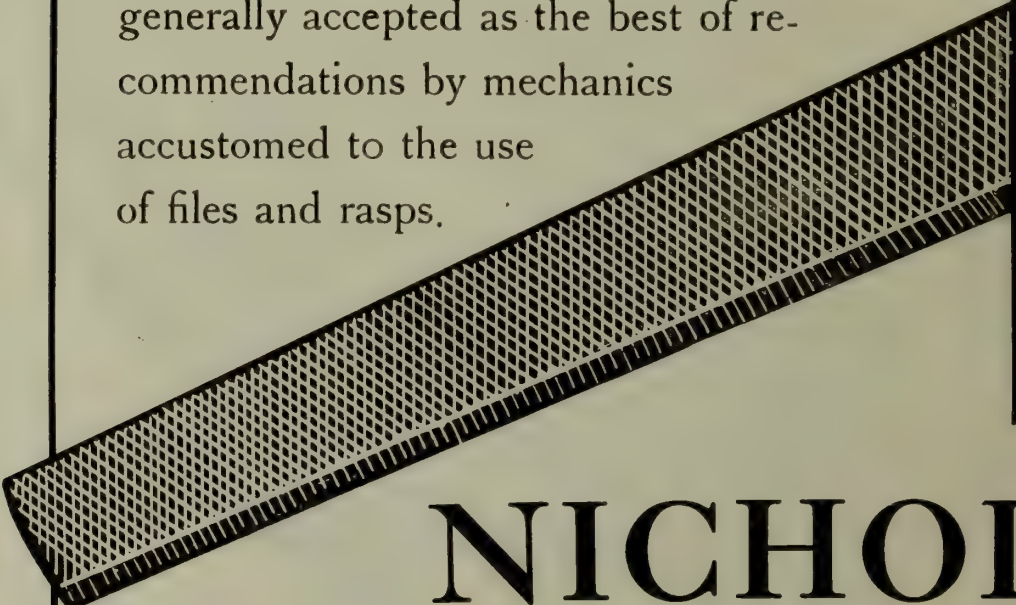
"Made by the Nicholson File Co." is generally accepted as the best of recommendations by mechanics accustomed to the use of files and rasps.

PU

these well-known
made in

Kearney
Arc
Great
Amer
Glo
McL
J. B.
Ea

We guarantee them.
on



NICHOLSON

Dominion Works:

eran's Advice

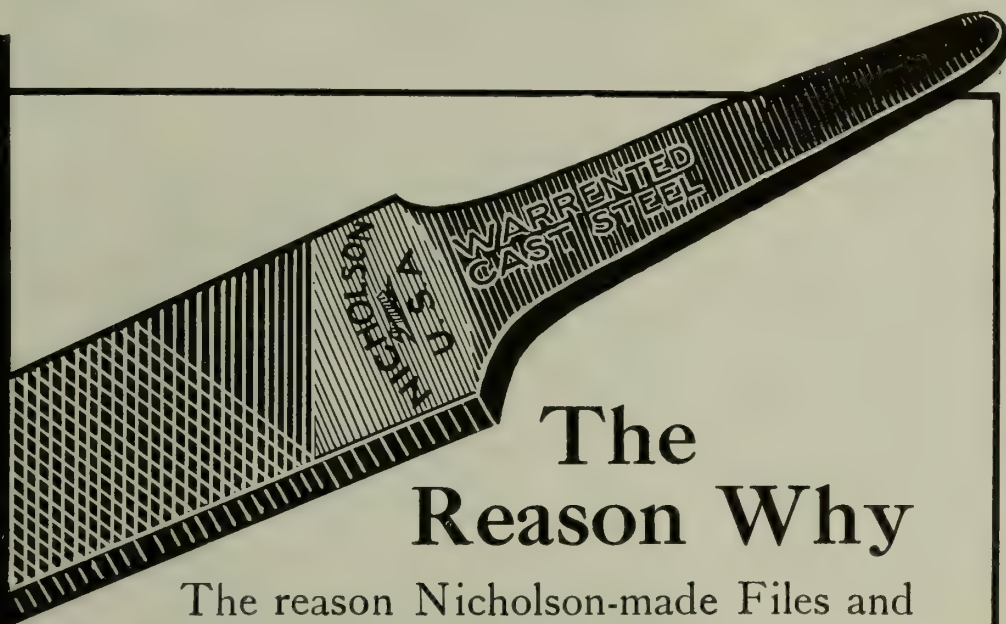
it pays to push lines that are made by specialists.
the most satisfactory to your customers.

SH

Factory Brands
Canada

& Foot
ade
Western
ican
be
ellan
Smith
gle

Large stocks always
hand.



The Reason Why

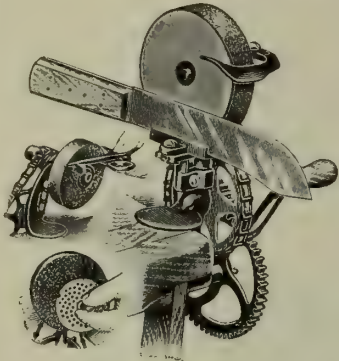
The reason Nicholson-made Files and Rasps have such a splendid reputation is that they "make good" under every condition of service. They cut better, smoother and do the work faster than any other make of files.

We use steel made to our own specifications and the method of hardening is the result of many years' experience. We are only stating a plain fact when we say that no other firm in the world has an experience in file and rasp manufacture equal to this company.

FILE COMPANY

PORT HOPE, ONTARIO

HOUSEWIFE—MECHANIC—FARMER



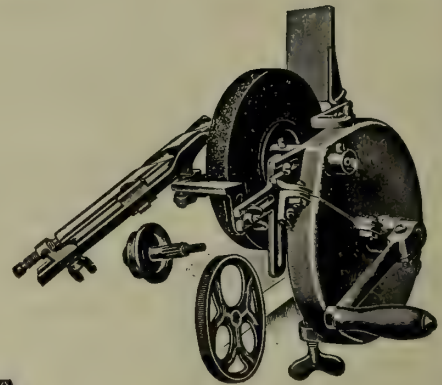
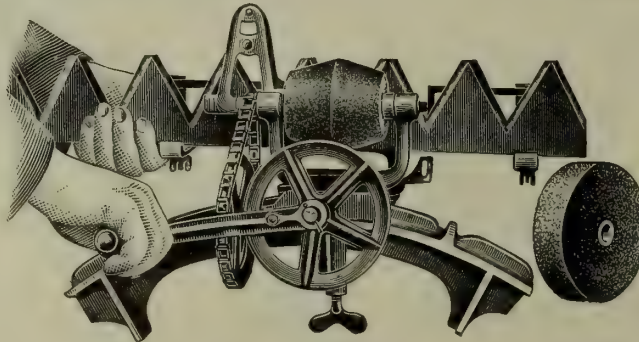
OUR HOUSEHOLD GRINDERS

(five different kinds) are low in price—have all attachments for knife sharpening, scissor grinding, buffing and polishing of all metals.

Write for catalog and special introductory proposition.

We manufacture a line of grinders suited to the special needs of **every customer you have**. We **guarantee** every grinder to give absolute satisfaction or **money returned**. We give **liberal discounts** to the trade. You will find our goods fast sellers. They are by far the best advertised sharpening machines in America. Every grinder is equipped with **Niagara Carborundum** non-heating grinding wheels.

We make **four distinct types** of grinders for the farm trade. The grindstone is useless about the farm where one of **LUTHERS' FARM GRINDERS** is installed.



Our enclosed **Cut Gear Mechanics' Grinders** are absolutely necessary to every mechanic, blacksmith, wheelwright, plumber and tinsmith. There are six styles of **Mechanics' Grinders**, ranging in price from **\$3.00** to **\$9.50**.

LUTHER BROS. & CO., Milwaukee, Wis.

Canadian Representatives:
CLARE & BROCKET, Winnipeg
J. M. KAINS & CO., Vancouver



Perfection Ankle Support

Patented Canada and U.S.

Dealers take warning and have a supply for next season's business of this very popular Ankle Support.

The medical profession strongly recommend them.

Every skater would use the Perfection Ankle Support if once tried.

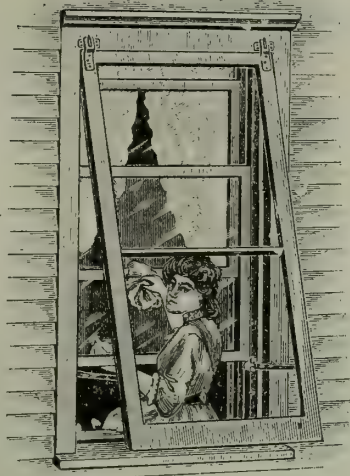
Send For Advertising Matter

OWEN SOUND STEEL PRESS WORKS

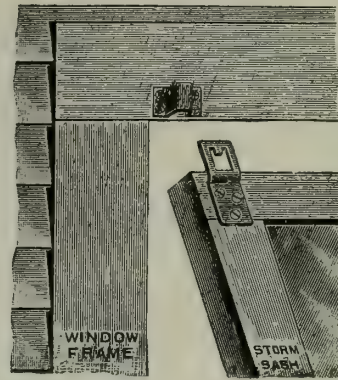
Owen Sound

-

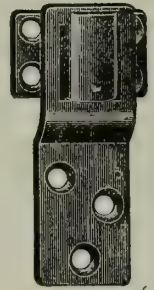
Ontario



SHOWING THE CONVENIENCE
OF THE "PEERLESS"



THE "PEERLESS" HANGER APPLIED



No. 1717

THIS IS THE
"PEERLESS" HANGER



THIS IS THE "PEERLESS" HANGER

ARE YOU HANDLING SCHROEDER'S PATENT "Peerless" Hangers and Fasteners?

FOR STORM SASH AND WINDOW SCREENS

"Peerless" Hangers do away with all the disagreeableness and extra expense that many of your customers imagine to be inseparable from hanging storm sash and full length screens. With "Peerless" Hangers any person can hang a storm sash or screen in a minute or two. The work is done from the inside without the use of a ladder or nails, screws or tools of any kind.

When a storm sash or screen is hung with "Peerless" Hangers it stays where it has been placed and cannot rattle or be blown off.

"Peerless" Fasteners take the place of a movable prop (such as a stick or a book.) When your customer requires her storm sash open for ventilating and cleaning, the "Peerless" fastener holds the sash rigidly and cannot accidentally be displaced.

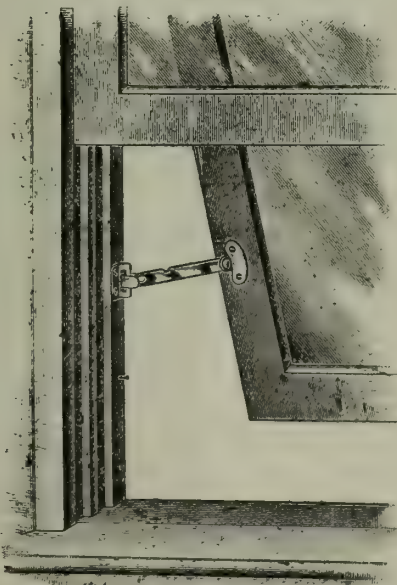
Ask Your Jobber for "PEERLESS" Hangers and Fasteners. If he cannot supply you, write us direct.

COWAN & BRITTON

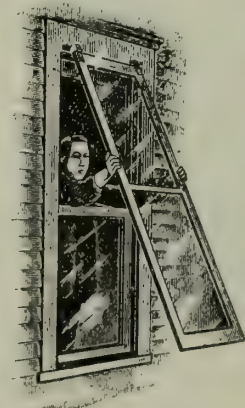
Sole Canadian Manufacturers

GANANOQUE :: :: ONTARIO

Manufacturers of Steel Butts, Hinges and Builders' Hardware



SHOWS THE "PEERLESS" FASTENER IN PLACE



SHOWS HOW EASY IT IS TO HANG OR REMOVE STORM
SASH WITH THE PEERLESS HANGERS

Automatic Vacuum Cleaners

To the Trade

VACUUM Cleaning is now conceded, the world over, to be the only efficient and sanitary method for extracting dust and dirt from carpets, rugs, floors, upholstered furniture, draperies, pillows, mattresses, billiard tables, horses and in fact everything that contains this enemy of the home—because, particularly by the “Automatic” way it gets ALL the dirt without moving anything from its place, without injuring the most delicate fabrics and without stirring up a particle of dust. It replaces the broom, the carpet sweeper and the dreadful old-fashioned house cleaning days and can be operated by one or two persons. In point of efficiency the “Automatic” stands at the head because it has the

Power—Large diaphragm, positive frictionless pump.

Strength and Durability—Built entirely of iron and aluminum—no tin, or wood like others.

Weight—Lightest, owing to simple construction.



Hand Power, \$25.00

Size—The most compact.

Dust Separator—Gets all the dirt by screening only 5 per cent. (instead of 100), thus reducing resistance so low that a child can actually pump the hand machine and permitting us to use a 1/8 horse power motor on the electric machine.

The AUTOMATIC is the most powerful really Portable Vacuum machine built.

Every dealer should stock our hand power machine. Write for free **illustrated circular** and discounts.



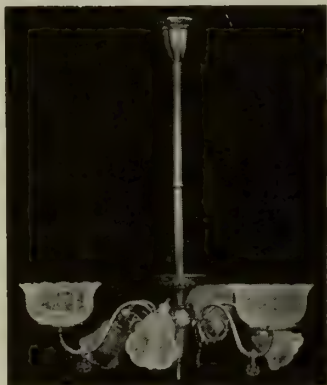
Electric, \$75.00

ONWARD MANUFACTURING COMPANY
BERLIN, ONTARIO

Our Motto:
“QUALITY”

GOOD PROFITS IN IT FOR YOU

Mantels, Grates, Fire-Place Furnishings, Floor and Wall Tiles, Gas, Electric and Combination Lighting Fixtures are our specialties



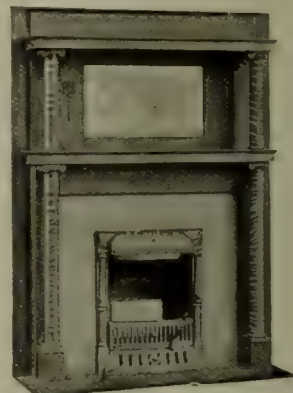
If your customer needs a Mantel, don't say you can't furnish one. Send for our catalogue of Mantels and Grates, and samples of Tile immediately.

OUR PRICES ARE RIGHT

We slab all Tile facings so that you have no trouble installing. Dealers, who have been installing Mantels, would do well to get our prices on slabbed Tile Facings.

WE GUARANTEE OUR WORK

Therefore, if “Quality” appeals to you, you can promote your business immensely by handling our goods. We guarantee you prompt shipment, as we carry a large stock. Send us measurements for any Tile Floors or Tile Bath Rooms your customers may wish to have installed. We will cheerfully send you our tender and send expert tile men to install any work of this description.



THE BARTON-NETTING CO., Limited

38 Ouellette Ave., Windsor, Ont.

Our Motto:
“QUALITY”

D. H. HOWDEN & CO.

LIMITED

WHOLESALE HARDWARE

200 to 206 York St., - LONDON, ONT.



We have made provision for large Spring business. Our stock is very heavy. Send us your mail orders and see how quickly we can execute same. Our prices are right.

D. H. HOWDEN & CO.,
LIMITED

THE QUICK
SHIPPERS

E. T. WRIGHT & CO., HAMILTON, CAN.

1883—LANTERN MANUFACTURERS—1910

INTRODUCE TO YOU THE

1910 Pattern New Improved Cold Blast Lantern—

The ORIGINAL COLD BLAST brought to the highest degree of perfection.

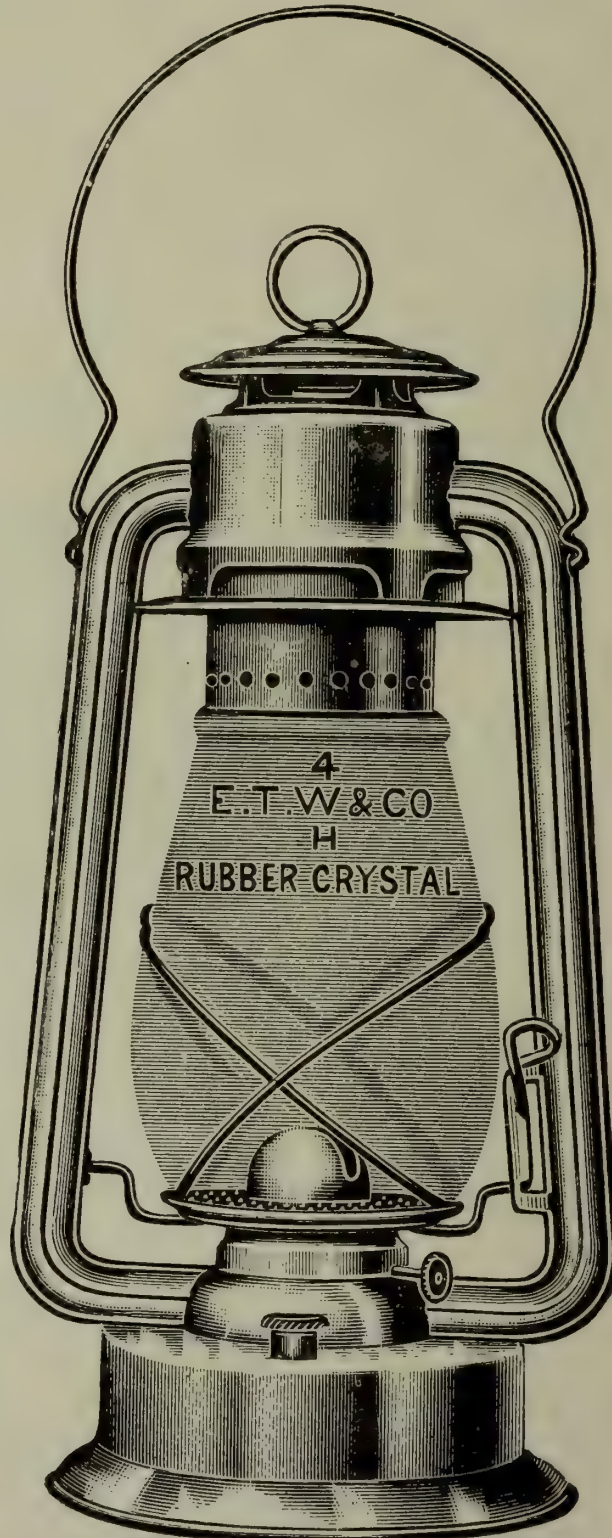
A WORD TO The Retailer

Do you not believe in establishing a reputation with your customers as a wide-awake storekeeper, always ready to supply them with the latest and best of Canadian products?

IF SO

Book your orders
now for September
delivery

and write us for folder
giving talking points.



A WORD TO The Jobber

Is it not to your interest to be prepared to meet the wholesale demand which inevitably arises upon the introduction of a new and unrivalled article to the market?

IF SO

Book your orders
now for September
delivery

and write us for folder
giving talking points.

Canada Screw Co., Ltd.

HAMILTON

Manufacturers of

WOOD SCREWS *Iron, Brass
and Bronze*

Machine Screws

Stove Bolts

Tire Bolts

Sleigh Shoe Bolts

Sink Bolts

Special Bolts

Rivets *In Iron, Copper
and Brass*

Stove Rods

Bright Wire Goods

TACKS
WIRE NAILS
WIRE

Wire Spikes, *Up to 12 inches long.*

Oiled and Annealed Wire

Small Bundles, Soft and Clean, in 20 inch coils

Fence Staples

Wire Hoops, *Electrically Welded*

Bright, Annealed and Tinned Fine Wires; Shoe Tacks, Shoe Nails, Shoe Rivets, etc.; Copper Nails, Barrel Nails, Basket Nails, Starr's Corrugated Steel Fasteners.

WAREHOUSES:

TORONTO

MONTREAL

ALEXANDER GIBB

Manufacturers' Selling Agent and Metal Broker

13 ST. JOHN STREET, MONTREAL

ANVILS AND VISES—"Mousehole"
Brand.

BOILER TUBES - "Eadies" make.

BRASS SHEETS, Rods, etc. Brass
Cased Tubing.

COPPER, Sheets, Rods, Tubing, etc.

CHAIN—All kinds (American).

FIRE-BRICKS--"Glenboig" and "Gart-
cosh" Brands, also Fire-Clay.

GALVANIZED SHEETS and GAL-
VANIZED CANADA PLATE—
"Comet" Brand, also Steel Sheets
for Deep Stamping, Drawing, etc.

GALVANIZED Wire Netting.

HANDLES—Wood, all kinds, Hay
Rakes, Snaths, Horse Pokes, etc.

HARDWARE—All kinds (English).

HARDWARE Specialties and Water
Filters.

IRON—Bar, Band, Hoop and Sheet.

STEEL—Sleigh Shoe, Tyre, Toe Caulk,
Spring, etc.

SHOVELS, Scoops, Spades, etc.

SWEDES—Iron and Steel.

TIN—"L & F" Ingot Tin.

TINPLATES—Coke and Charcoal, also
Tinned Sheets.

TOOL STEEL—All qualities, also High
Speed Steel and Improved High
Speed Drills. "Conqueror" Brand.

VALVES AND COUPLING for Com-
pressed Air and Hydraulic Purposes,
"Caskey" Brand, guaranteed not to
leak.

WHEELBARROWS--All kinds, Scrap-
ers, Trucks, Carts, etc.

WROUGHT IRON and Cast Scrap,
Steel Billets, etc.

DRY COLOURS, Window Glass, etc.

MUSIC SPRING WIRE carried in
stock.

WHOLESALE ONLY

CAPEWELL HORSE NAILS

The best made anywhere, and the fastest and most satisfactory blacksmiths' selling line of any on the market.



All "**CAPEWELL**" Horse Nails are made from selected Swedish rods, manufactured specially for us and according to our own specification. They are made by the perfected "**CAPEWELL**" process, controlled and used exclusively by this Company. This process insures a uniformity of temper and shape, as well as an elasticity and toughness which is not attainable by any other method.

Now is an opportune time to remind hardware dealers of another uniformity peculiar to "**CAPEWELL**" Nails. We refer to **UNIFORMITY OF PRICE**. Other makers of horse nails have found it necessary to frequently change their prices, leaving the dealer in a state of uncertainty as to "where he is at," or where he is likely to be. The price of "**CAPEWELL**" Nails, which has not been changed from its inception, was arrived at with the object of furnishing the maximum of satisfaction with the minimum of cost. Our aim is to give honest value in every pound, and that we have succeeded in doing this is evidenced by the enormous and ever-increasing demand for "**CAPEWELL**" Horse Nails throughout the territory we cover. We propose to keep this demand on the up grade by the uniform excellence of "**CAPEWELL**" Nails and by the perfection of service we are in a position to render our customers.

THE CAPEWELL HORSE NAIL CO.

TORONTO

WINNIPEG

VANCOUVER

The Latest Three MONEY-MAKERS
for **HARDWARE DEALERS**

XCELL

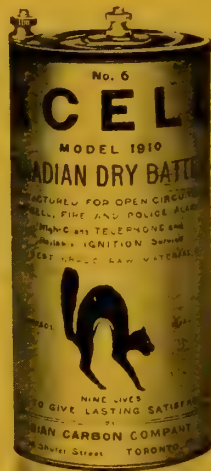
DRY BATTERIES

with "NINE LIVES"

Guaranteed.

"NINE LIVES" AMMETERS
GUARANTEED

Battery
Connectors



Canadian Carbon Company, Limited

12-14-16 Shuter St., **TORONTO**, - Sole Manufacturers.

Prompt Shipment

Prompt Shipment

MONTREAL ROLLING MILLS COY

TRADE



MARK

MONTREAL.

MANUFACTURERS OF

Wire
Nails

WIRE

Wrought
Pipe

OF ALL KINDS, INCLUDING

Bright, Annealed, Barbed, Galvanized

BOLTS

Washers
Cut Nails
Rivets
Spikes
Staples

TACKS



BAR
IRON
STEEL

HORSE
SHOES
HORSE
NAILS

LEAD

"Tiger" Brand

Putty
Lead
Pipe

SHOT

Common
Chilled
Buck Seal

Canadian Hardware Trade requirements will be heavy during 1910.

We carry large stocks and can make prompt shipment of all lines.

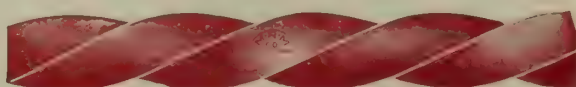
Specify "M.R.M." Brand when ordering and secure goods of guaranteed quality.

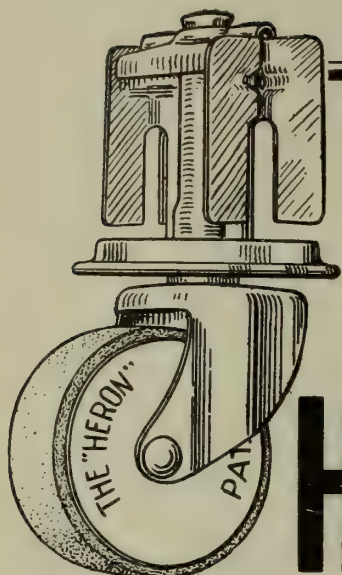
TRADE



MARK

"This Brand stands for quality."





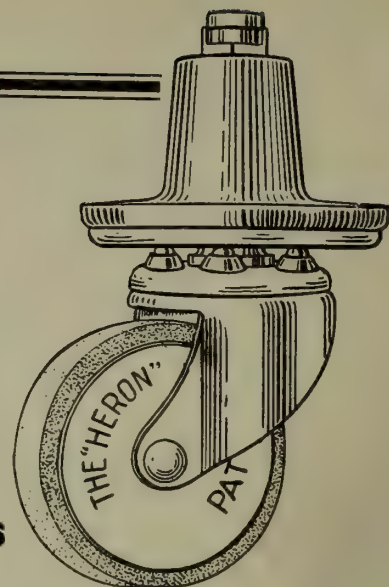
Bed Caster

Mr. Dealer—

Here is something new for you
in the line of casters and furni-
ture tips.

HERON

WOOL
CHAIR TIPS
PIANO CASTERS
FURNITURE CASTERS
BED CASTERS



Piano Caster

are made from pure long fibre Australian wool. They are guaranteed not to mar or injure in any way the finest finished floors or floor covering. They are absolutely noiseless and are as durable as the chair or furniture on which they are used. These wheels and tips contain no glue or sizing of any nature and have been tested out under a load of five thousand pounds to the set.

The Chair Tips are made in three sizes, $\frac{1}{2}$ -in., $\frac{7}{8}$ -in. and $1 \frac{1}{16}$ -in. diameter.

The Furniture Casters are made to fit all styles and classes of furniture.

The Bed Casters are made to fit all sizes of tubing, both iron and brass, as well as the square tube.

The Piano Casters are fitted with sleeve, so that they can be applied to the piano by simply using a screw-driver.

**Write us to-day for our handsome new catalogue
and price list of our high-grade line of goods.**

Heron Manufacturing Co.

(Successors to Syracuse Caster and Felt Co.)

Utica, N.Y.



PORTABLE CORRUGATED IRON GRANARY

Manufactured Under Canadian Patent No. 99827, July 3rd, 1906.

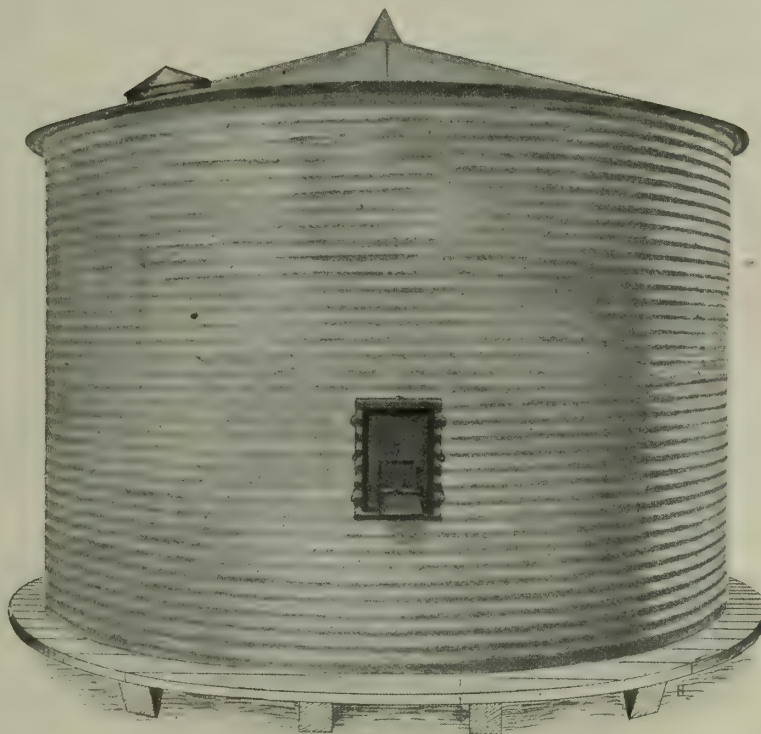
BEWARE OF INFRINGEMENTS

Strong

Durable

Cheap

**Easily
Erected**



Fire Proof

Wind Proof

Vermin Proof

Rust Proof

Mr. Dealer !

Here's a money-maker for you

We have the only factory in Western Canada for the manufacture of :

**Corrugated Iron, Metal Shingles, Siding, Ceilings and
Walls, Eavetrough, Conductor Pipe, etc.**

Prompt Shipment Assured! Goods Right!
Absolute protection to the Dealer Our Motto.

Send for a copy of our New Catalogue No. 5 just issued. Contains complete information about all lines we make.

The Winnipeg Ceiling and Roofing Co.

Winnipeg, Manitoba

Increase
Your Cutlery Trade
—Sell Your
Customers the New



“STEELFORGED” Guaranteed Shears and Scissors

Here at last is a perfect shear—one that will give absolute satisfaction to your trade and afford you a nice margin of profit.

“Steelforged” is the new basic material used in Wiss Shears, Scissors, Tinner Snips, etc. The most important improvement in shear manufacture since 1839. They will not break—they are finished better and more highly polished.

Take the screw—it never works loose—no “wobbly” shears coming back to you.

And the uniformity in temper—one blade tempered and ground exactly like the other, so that they will not grind one against the other and give that “gnawing,” “sawy” edge found on ordinary shears.

Why take any risk in selling your trade an inferior shear when the Wiss costs *no more*—when you can make just as big a profit—and a larger profit on account of increased sales. We authorize you to sell the Wiss line under an absolute guarantee of satisfaction or money back—and we back you up in this guarantee.

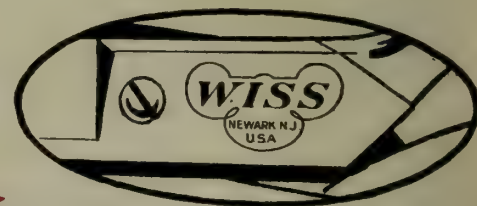
Our Advertising Department will help you to sell the entire Wiss line—our 1910 selling proposition is individual. Tell us you are interested and we will submit just the proposition for you to secure the best cutlery trade in your locality.

Please write to us now—before you mislay this advertisement—no obligation on your part.

J. WISS & SONS CO.

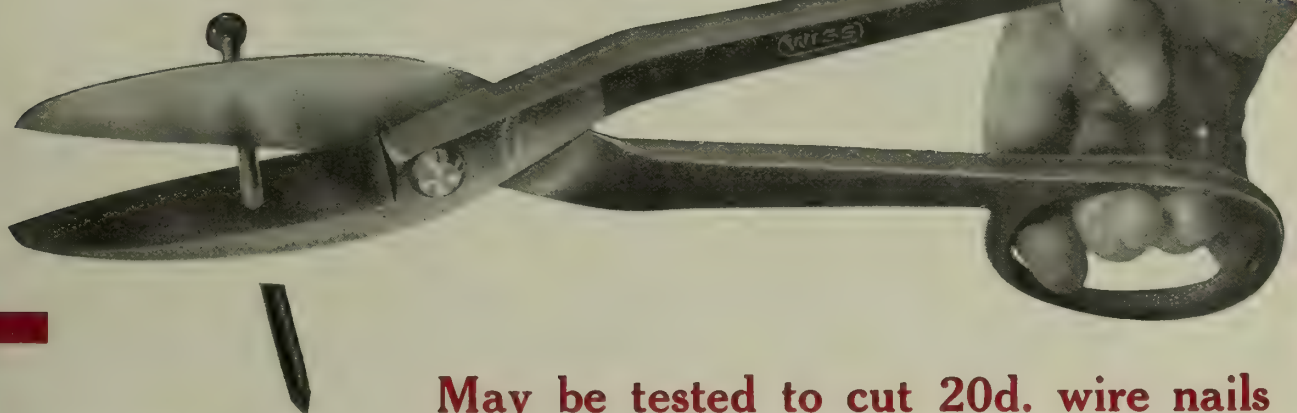
NEWARK, N.J., U.S.A.

Established 1848. Makers of High-Grade Shears, Scissors,
Razors, Tinner Snips, Pruning Shears, Cutlery.



WISS

STEELFORGED TINNER SNIPS



May be tested to cut 20d. wire nails

without marring the edges, and then cut clean the finest of tissue paper—that shows the fine adjustment. Do you know of a harder test? Isn't that the kind of snip you want?

Wiss Has Perfected a Snip that Will Not Break.

It is constructed of tough Forged Steel Frames, with the best grade Crucible Bar Steel welded to the inside of the blades, giving the Wiss Snip a lasting cutting edge. The Wiss Snip will give the mechanic more work, better work and easier work than any other snip.

The blades are perfectly shaped and will not give at the points. The handles are made to fit the hand—no tired, aching wrist or cramped fingers even after continuous use. Our

GUARANTEE IS POSITIVE.

If the Wiss Snip does not give more satisfactory service than ever received out of *any other snip*, they are exchangeable or money refunded. Our factory test enables us to make this unrestricted guarantee.

Send at once for our new Tinner Snip Catalogue, which illustrates and prices the various patterns and contains the Wiss Tinner Snip specifications.

Wiss Regular Pattern Tinner Snips in seven sizes.

Wiss Combination Pattern Tinner Snips, will cut curved as well as straight work, in four sizes

Wiss Circular Blade Tinner Snips, with blades matched to a hair's breadth, in seven sizes.

Wiss Reversed Blade Snips, with combination handles to be used with either right hand or left hand.

J. WISS & SONS CO., - Newark, N.J., U.S.A.

Manufacturers of Highest Grade Shears, Scissors, Tinner Snips,
Pruning Shears, Razors, etc., since 1848.



Est. 1868.

Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve

Medals



Awarded

By JURORS at

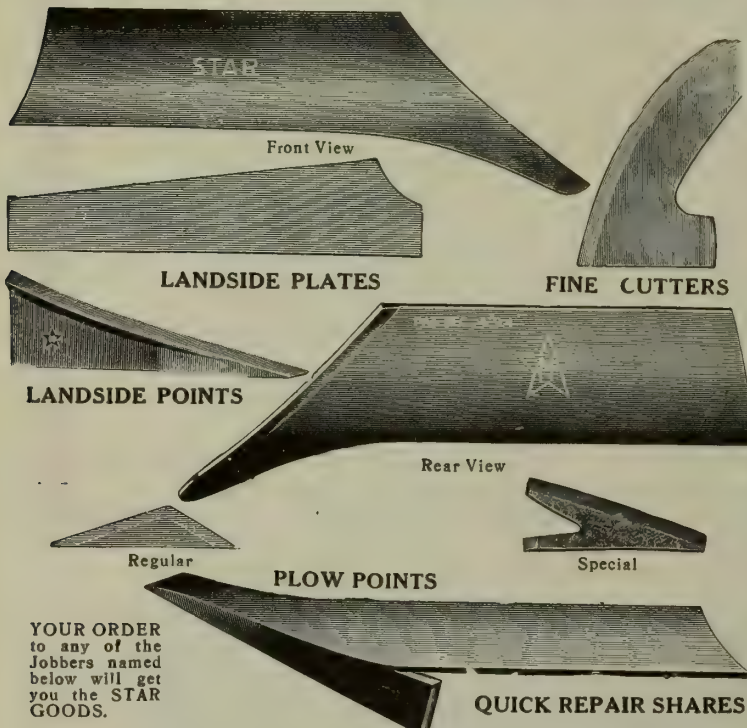
International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



SHAPES — For Blacksmiths' Plow-Repairing



YOUR ORDER to any of the Jobbers named below will get you the STAR GOODS.

WOOD, VALLANCE, Limited - Winnipeg, Man.
J. H. ASHDOWN HARDWARE CO. - "
MARSHALL WELLS CO. - "
MILLER-MORSE HARDWARE CO. - "
D. ACKLAND & SON - "
WILKINSON, KOMPASS & HAWKEY - "

HANBURY HARDWARE CO. - Brandon, Man.
PEART BROS. HARDWARE CO. - Regina, Sask.
ROSS BROS. - Edmonton, Alta.
C. KLOEPFER - Que'ph, Ont.
JAMES COWAN & CO. - London, Ont.
WILKINSON & KOMPASS - Hamilton, Ont.

WRITE US FOR BOOKLET

STAR MFG. CO., - - - Carpentersville, Ill, U.S.A.

Newest, Cleanest and Quickest

The Mace Freezer

as used by the Leading Cooking
Schools for demonstration.

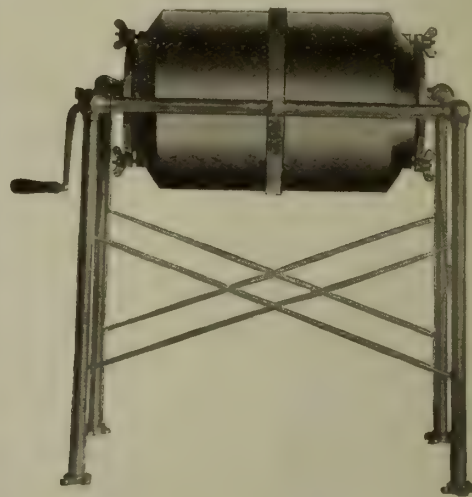
Good
Profits.
Made
in
Three
Sizes.



Quick
Sales.
Same
Price
as old
Styles.

The dainty freezer that requires only one packing of ice and does not make any dirt; can be made on your dining table without any leakage whatsoever. Salt or ice can not possibly get into cream as the openings are at opposite ends. One trial will convince you that MACE'S ice Cream Freezer is superior to all others, the simplicity of construction, the large freezing surface, the even distribution of the contents, giving a perfect smoothness to the cream; and as the ice and cream do not come in contact with the air the mixture retains all of its original flavor, and it takes one-third of the ice that is necessary for all other freezers.

In the Mace New Hotel and Club Freezer we have taken a big stride in advance of all other Machines, in as much as we have at last perfected a Freezer which works in a Horizontal Position.



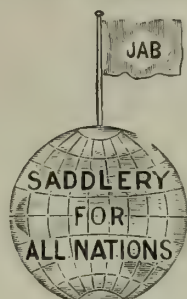
Mace's
New
Hotel &
Club
Freezer.
5 gallon
size.
Made in
Copper.

Easy to
turn. No
Motor
required.

Requires only one pack of ice to
freeze two batches. Freezes
cream smooth and light in ten
minutes ready to serve.

FOR PRICES APPLY

The Mace Mfg. Co., Limited
746 Notre Dame St. West.
MONTREAL, CANADA



TRADE MARK
REGISTERED.

SADDLERY

If this should catch your eye and you require the right thing at the right price, send a trial order to the largest saddlers in England.

J. A. BARNSBY & SONS

GLOBE SADDLERY WORKS

Forster Street - WALSALL - England

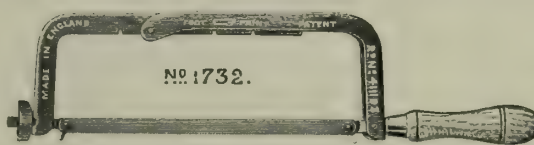
KEEP ON THE TRACK OF THE "FOOTPRINTS"



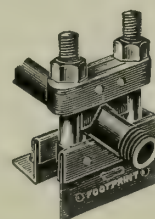
AND YOU CANNOT GO WRONG. BELOW ARE SOME OF THEM:



Original "Footprint" Pipe Tongs or Wrench



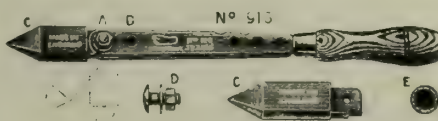
The "Footprint" Extension Hacksaw Frame



"Footprint"
Wrought
Steel Portable
Tube Vices



The "Footprint" Yank Wrench for Pipes



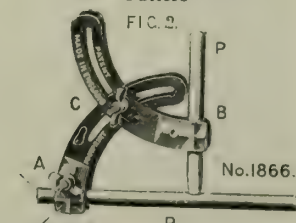
"Footprint" Adjustable Soldering Iron or
Copper Bit. Ventilated Handle



"Footprint" Wrought
Steel One-Wheel and
Three-Wheel Tube
Cutters



"Domino" Shifting Spanner



"Footprint" Pipe Soldering Clamp

Illustrated Price Lists Free on Application. May Be Had from the Principal Jobbers and Merchants.

Inventor
and Maker

THOS. R. ELLIN

"Footprint"
Works

Sheffield, Eng.

CANADA BOLT and

OPERATING THE

Toronto Bolt and Forging Co., Limited

BOLT AND NUT WORKS - - - - - SWANSEA
ROLLING MILLS DEPARTMENT - - - - - SUNNYSIDE
DROP FORGING AND CARRIAGE HARDWARE DEPT., GANANOQUE

Unity of Effort

Better Service

The amalgamation of the four leading Canadian manufacturers of Bolts, Nuts, Screws, Bar Iron, Horse Shoes, etc., operating six plants and employing an aggregate force of eleven hundred men, means that better service is now available for the hardware trade.

Specialization

The six plants concerned in this amalgamation are to run entirely on specialized lines, thus obtaining the maximum of production of the various lines with a uniform standard in quality.

Bolts

Carriage, Machine, Track, Stove, Tire

Nuts

Hot Pressed, Square and Hexagon

Rivets

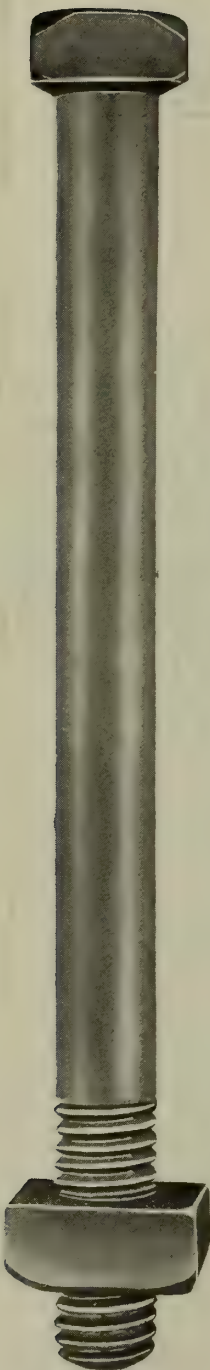
Boiler, Bridge and Carriage

Spikes

Ship, Track and Drift

CARRIAGE FORGINGS, BOW SOCKETS, RAILS, BRACES

HEAD OFFICE,



NUT COMPANY Limited

FOLLOWING PLANTS

Gananoque Bolt Co., Limited, Gananoque
Brantford Screw Co., Limited, Brantford
Belleville Iron and Horseshoe Co., Limited, Belleville

Means Better Service

Prompt Shipments

There is sufficient working capital behind this amalgamation, and our equipment includes the latest machinery, and the most up-to-date processes. Our policy of specialization with improved operating facilities enable us greatly to increase our output thus assuring prompt shipment.

Mixed Carloads

It is certainly an advantage to buyers to have shipments made in car lots, as it means a saving in freight. Dealers will get this advantage by placing their orders with us, as the great variety of lines we are manufacturing permit the shipment of mixed carloads to the advantage of the trade.

WOOD SCREWS

WIRE, BRIGHT AND ANNEALED

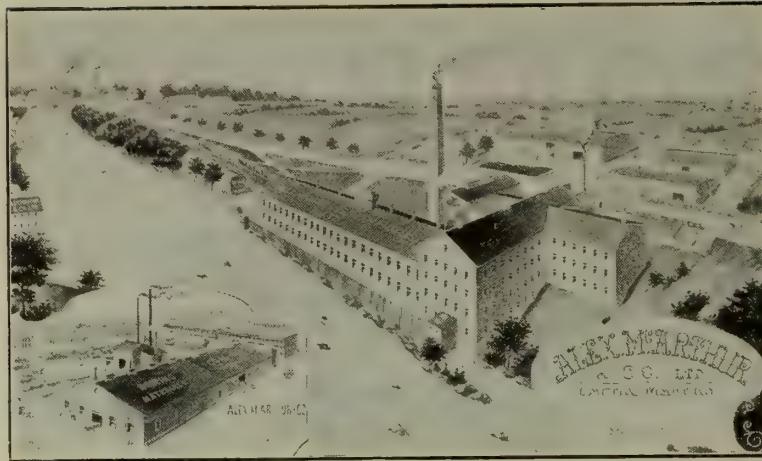
BAR IRON

Horse Shoes

We are making the famous Bell Brand Horse Shoes---a line that is exceedingly well known for Good Quality, Correct and Uniform Shape, Accurate Crease and Exact Punching.

TORONTO, CAN.





BLACK DIAMOND ROOFING

IS MADE IN THIS FACTORY

Over thirty years of striving towards perfection has brought forth not only a splendidly equipped factory but has given us strength in the building paper trade.

We study quality. We make the price right and see that every customer gets the proper attention. That means he gets the goods ordered not only promptly but without worry. Our steadily increasing trade and our fine list of satisfied customers is our testimony.

For Spring Trade Let Us Quote

TARRED FELT

We also make

Grey and Straw Sheathing

Wall, News, Book and

Tarred and Dry
Building Papers
"Cyclone" "Crown"

Coloured Papers

Pitch and Roofing
Cement

Manilla, Brown,

Distillers of Coal Tar

Fibre and Grey

Carpet Felt

Wrappings, Etc.



A Brand You Can Always Recommend
Our Reputation Is Behind It.

One specialty is our **Tarred Felt Gravel Roofing.** We have records of roofs that have lasted considerably over twenty-five years. It is absolutely fireproof and is very reasonable in price.

Let us quote for **Ready Roofing.** We have good selling helps for all our goods and can tell you how to explain the manifold uses of our special paper and tarred felts for **Buildings.**

Then if there is a special line you want, tell us your troubles, we will make anything desired. Always a pleasure to give information.

Alex. McArthur & Co., Ltd. 82 McGill St.
MONTREAL

MALEHAM & YEOMANS

CUTLERY MANUFACTURERS - SHEFFIELD ENGLAND

MANUFACTURERS OF ALL KINDS OF

**Fine Steel and Plated Cutlery,
Cases of Carvers, Cabinets, Pearl
Handle Desserts and Fish Eaters,
Palette and Putty Knives, Etc.**

Lines that will give you a profit and your customers satisfaction.
Wholesale and jobbing trade only supplied.

SOLE CANADIAN AGENT

Frank H. Scott, 120 Coristine Building, Montreal

Steel Rules, Gauges
Etc.

CHESTERMAN'S


Engineers' Small
Tools

MEASURING TAPES Linen and Steel



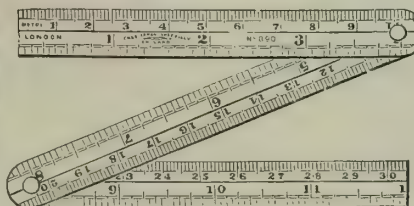
For Prices, Catalogues, etc.,
apply to

F. H. SCOTT, 120 Coristine Bldg., Montreal

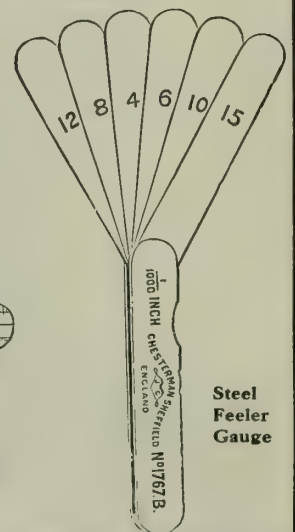
Trade  Marks

CONSTANTIA


TREBLE 

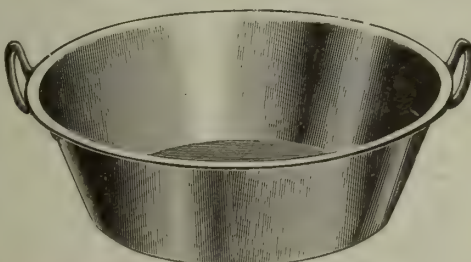


Steel Pocket Rule



Steel
Feeler
Gauge

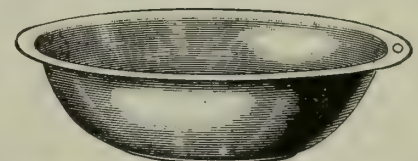
**"Anti-Rust" I.X.X.X.X.
Double Coated
Kitchen Tinware**



THE ANTI-RUST DISH PAN will outlast half-a-dozen
Enamelled Pans. 14, 17 and 21 quarts.



ANTI-RUST DAIRY PAILS, extra heavy
malleable cans, Nos. 14 and 16. The
finest dairy pail made.



ANTI-RUST WASH BOWLS. No chipping or scaling
11½ and 13½ inch.

Each article labelled with an
attractive colored label.

"ANTI-RUST" Ware
is made to last.

Winnipeg Distributors:
MERRICK-ANDERSON CO.
Winnipeg, Man.

E. T. WRIGHT & CO. Hamilton - Canada

Manufacturer of up-to-date Kitchen Tinware and Novelty

BEST ELBOWS

—FOR—

CONDUCTOR PURPOSES

BEAR TRADE MARK.

F. Dieckmann

PLAIN ROUND.

CORRUGATED.

Crimps outside, no obstructions
inside.



Made in

Galvanized Steel
Charcoal Iron
Ingot Iron
Toncan Metal
Terne-Copper

Write your Jobber or

THE FERD. DIECKMANN CO.

1180-82-84 HARRISON AVE.,

CINCINNATI, O., U. S. A.

Wanted in a Hurry

LEATHER BELTING is often wanted in a hurry and the enterprising Hardware Merchant who carries a small assorted stock ready for any emergency is going to get the business.

We can supply you with anything and everything in LEATHER BELTING at the shortest notice.

OUR
"CLIMAX"

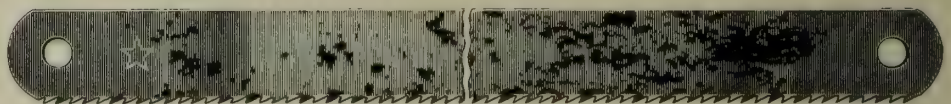
BRAND

is the acme of perfection in belt making and our years of experience and high-class workmanship—in fact, our whole reputation, is behind it.

LET US KNOW YOUR WANTS



When The Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices? Our new list on this line is

\$3.50	3.75	4.00	4.50	5.00	5.50	6.00	per gross
6	7	8	9	10	11	12	inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

**MILLERS FALLS COMPANY, 28 WARREN STREET,
NEW YORK, N.Y.**

Dominion Wire Manufacturing Co., Ltd.



BRANCH OFFICE:
TORONTO.

HEAD OFFICE:
MONTREAL.

WORKS:
LACHINE, QUE.

Vancouver, B.C.: R. A. Ogilvie.

RESIDENT AGENTS:
Winnipeg, Man.: J. A. McEwan.

Amherst, N.S.: W. B. Murdock

SPRING IS HERE

and once again

We Greet Our Customers All Over Canada

We wish them all abounding success during 1910, in fact, hope that all records will be broken.

We would remind them to replenish their stock of "DOMINION" GOODS.

Send in orders now and thus receive prompt shipments.

"A MIXED CARLOAD" of our commodities would aid them materially, and might include some of the following:

"DOMINION SPECIAL" FIELD FENCE

"The Landmark of the Future,"

WIRE

STAPLES

WIRE NAILS

WOOD SCREWS

BRIGHT WIRE GOODS

Barbed, Coiled Spring, Annealed, Oiled and Annealed, Coppered, Tinned, Galvanized Wire, for Fencing, Telephone and Telegraph work, Fine Wire, Mattress, Broom and Bottling, Copper and Brass Wire,

Galvanized Strand, Galvanized Clothes Line; "Bright and Galvanized" Fence, Poultry Netting, Blind, Bed;

—ALL KINDS—Bright, Blued and Coated, in Kegs, Boxes and Papers;

Flat, Round and Oval Heads, Bright Brass and Bronze;

Screw Hooks, Screw Eyes, Gate Hooks and Eyes, Square Hooks, Kitchen Hooks, Wire Door Pulls, Crescent Hat and Coat Hooks.

JACK CHAINS, WIRE BARREL
HOOPS, BALE TIES, SPRING
COTTERS, ETC., ETC.

Always Specify "DOMINION" Make

"THE MARK OF QUALITY"



Our "Style A" Range with Cabinet Base, Pouch Feed,
Drop Door Closet with Reservoir.



We are placing on the market this new style of Malleable and Steel Range, with every improvement that makes it the most desirable line on the market to-day. We are desirous of having these Ranges on sale throughout the entire country, as they will be sold through dealers, and not peddled.

This is the only Malleable and Steel Range offered to the trade in Canada to-day. The half-tone shows one of our Ranges with Cabinet Base, but we make them with the ordinary Base or feet as well.

We will be pleased to send a Catalogue on request.

MADE BY
MODERN MALLEABLE RANGE CO., LIMITED
CHATHAM, ONTARIO



"TREASURE" Stoves and Ranges



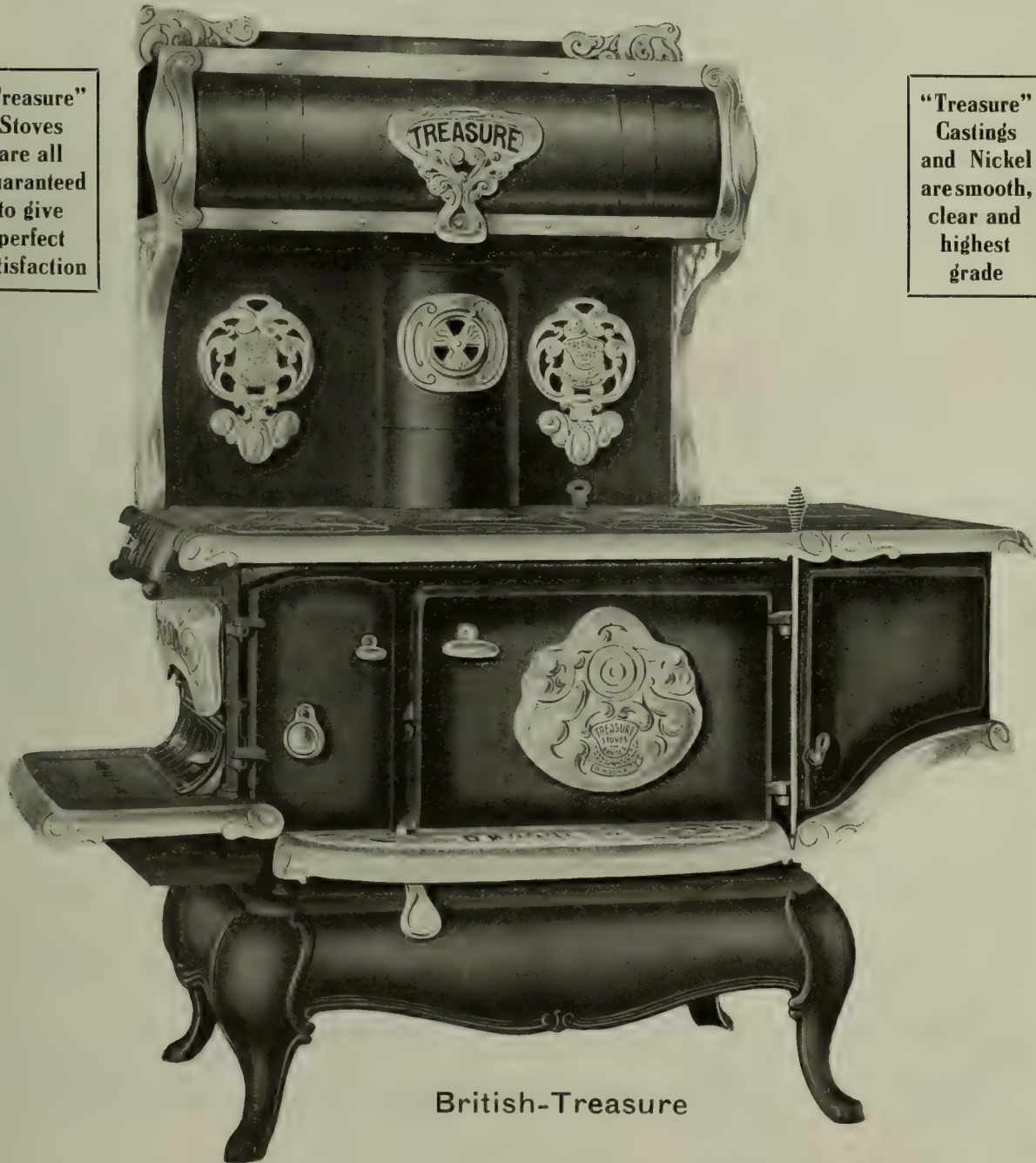
ALWAYS AT THE FRONT

DESIGN
DURABILITY

EFFICIENCY
ECONOMY

ATTRACTION
ARTISTIC

"Treasure"
Stoves
are all
guaranteed
to give
perfect
satisfaction



"Treasure"
Castings
and Nickel
are smooth,
clear and
highest
grade

British-Treasure

"TREASURE" STOVES AND RANGES ARE MONEY MAKERS FOR DEALERS.

WRITE FOR PARTICULARS

The D. MOORE COMPANY, Limited

Northwest distributors,
MERRICK-ANDERSON CO., Winnipeg, Man.

HAMILTON, ONT.

British Columbia Distributor,
JOHN BURNS, Vancouver, B.C.

**THE OLD
RELIABLE**

THIS IS IT!



Useful for 500 Purposes.
There is Nothing "Just as Good"

J. H. ROPER

GENERAL HARDWARE AND METAL AGENT

Representing
JOHN SHAW & SONS
Wolverhampton Ltd.
WOLVERHAMPTON
General Hardware and Metal
Merchants

Lowest Quotations on

**Coil Chain, Bar Iron, and Steel (Toe Caulk,
Tire, S. Shoe and Spring), Black Sheets, Tin
Plates, Canada Plates, Sheet Lead, Sheet
Zinc, Cast Iron Soil Pipe, Sash Weights**

Inquiries Solicited from the Jobbing Trade

Office and Sample Room : 433 Coristine Building, Montreal

“Good Cheer”



Stoves and Furnaces

Have the All Important

Efficiency and Durability

Confidence in the quality of the goods you are offering is everything to salesmanship—and the “Good Cheer” line will bear out your strongest recommendations.

We make a complete line.

Have you our catalogue?

The Jas. Stewart Mfg. Co., Ltd.
Woodstock, - Ontario

Western Warehouse : 156 Lombard St., Winnipeg.

Distributing Agencies :

McLennan, McFeeley & Co.
Vancouver, B. C.

Wood, Vallance Hardware Co.
Nelson, B. C.

Ross Bros., Ltd.
Edmonton, Alta.

Nelson B Range



A medium grade Steel Range with 20-in. oven. Made to retail in Ontario at \$35.00 complete with reservoir and warming closet, in plain finish. Full nickel finish, as shown on cut, \$5.00 extra. Guaranteed to bake quicker with less fuel and last longer than any range of its class in America. The 18-in. oven will be ready for shipment in five or six days. Price will be about \$4.00 less than the 20-in. oven.

Exclusive rights given in towns or districts where we are not represented.

The Moffat Stove Company, Ltd.

Calgary

Weston, Ont.

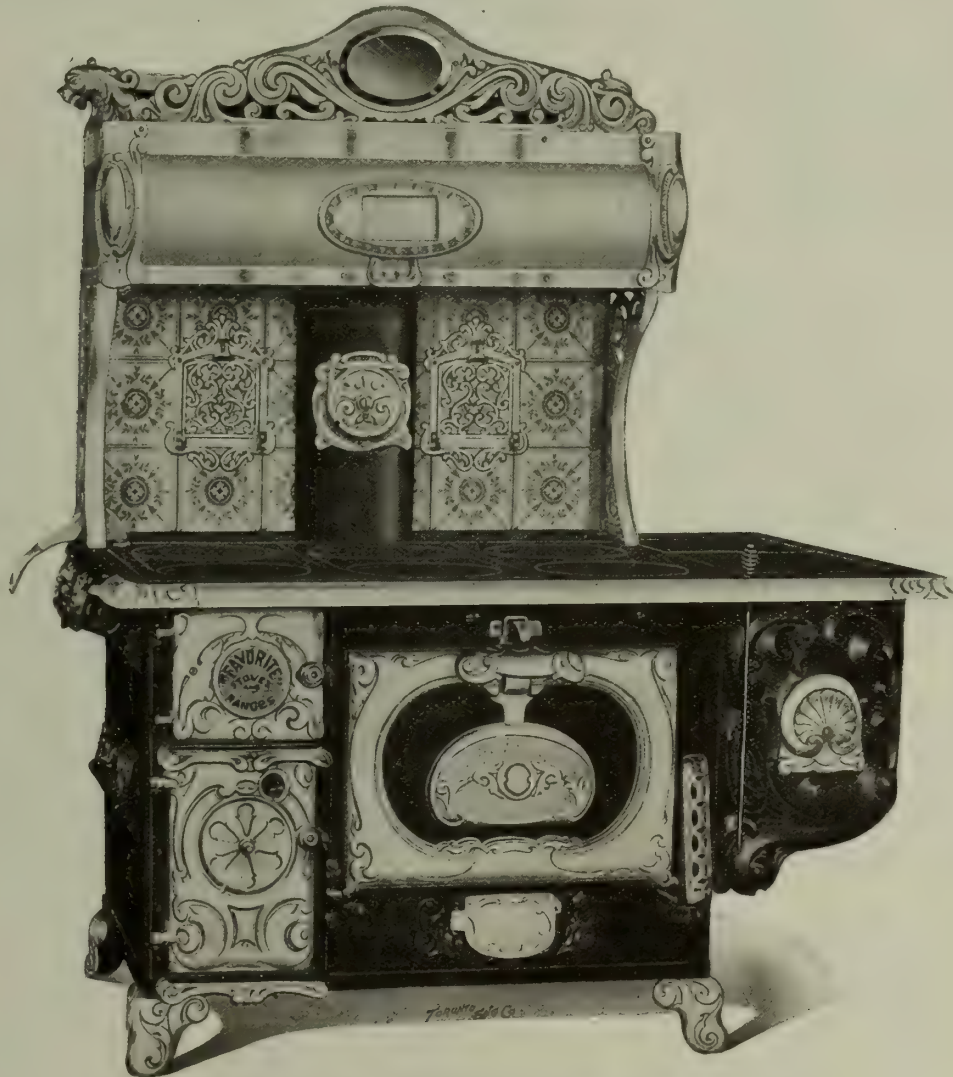
Winnipeg

Make Quality the Foundation of Your Stove Trade

The sale of a good range and a satisfied customer mean a lot to a Dealer's Business. The sale of a poor range means a dissatisfied customer, the loss of his trade and possibly his neighbor's.

Cement the friendship of your customers by selling them a **Universal Favorite**. You can bank on it giving satisfaction.

The sale of one range assures the sale of a number of others in the same neighborhood, besides bringing a lot of other business to your store.



Notice the beautiful inlaid Tiled High Closet.

The **Universal Favorite** stands in a class by itself and has been conceded by stove experts to be the best all round Family Steel Range ever offered to the trade. Order a sample. It will prove to be The Silent Salesman of your Stove Business.

We make a full line of Steel and Cast Ranges and Stoves of every description.

FINDLAY BROS. CO., LIMITED

HEAD OFFICE & WORKS:
CARLETON PLACE, ONT.

BRANCH HOUSE:
260 PRINCESS ST., WINNIPEG MAN.

DISTRIBUTING AGENCIES:

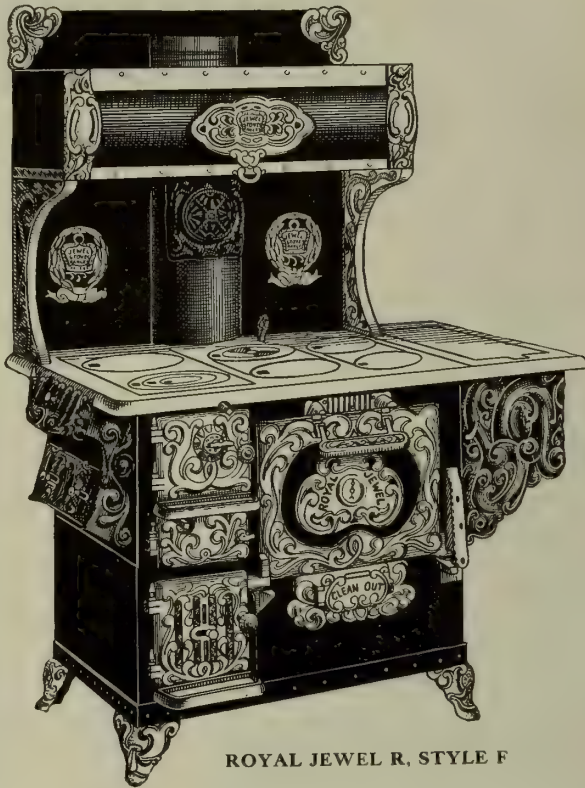
H. H. DRYDEN STEWART & CO.
SUSSEX, N.R. TORONTO, ONT.

D. V. COPE & CO.
CALGARY, ALTA.

REVILLON BROS.
EDMONTON, ALTA.

E. B. HORSMAN & SON
VANCOUVER, B.C.

Jewel Stoves and Ranges



ROYAL JEWEL R, STYLE F

The Royal Jewel Range

Ranges are like men ; some are abler than others.

You can't always account for the difference in men, but it is easy to tell why the Royal Jewel Steel Range is Superior to others—It has all their advantages with none of their faults.

The Royal Jewel is made in four sizes, 9-16, 9-18, 9-20 and 9-22. Has three styles of fire boxes—coal, coal and wood or wood only.

Reservoir can be supplied on either end. The front reservoir is heated by contact and the back reservoir (as cut) by circulation.

Leadership in business means success. If you handle the best and most up-to-date goods you are sure to be in the front. *Jewel Stoves and Ranges* will make you a *Leader*.

The Dominion Jewel Range

Plain, with Loose Nickel

Made in four sizes, 84-18, 94-18, 86-20 and 96-20, with any combination of Shelf or Closet, also with or without Reservoir. Fitted with Duplex Grates for burning coal or wood. Separate wood linings supplied when desired. This Range is beautifully designed and works perfectly. The loose nickel will be found very handy when cleaning the Range.

Dealers will find both the Royal Jewel and the Dominion Jewel *sure trade winners*.

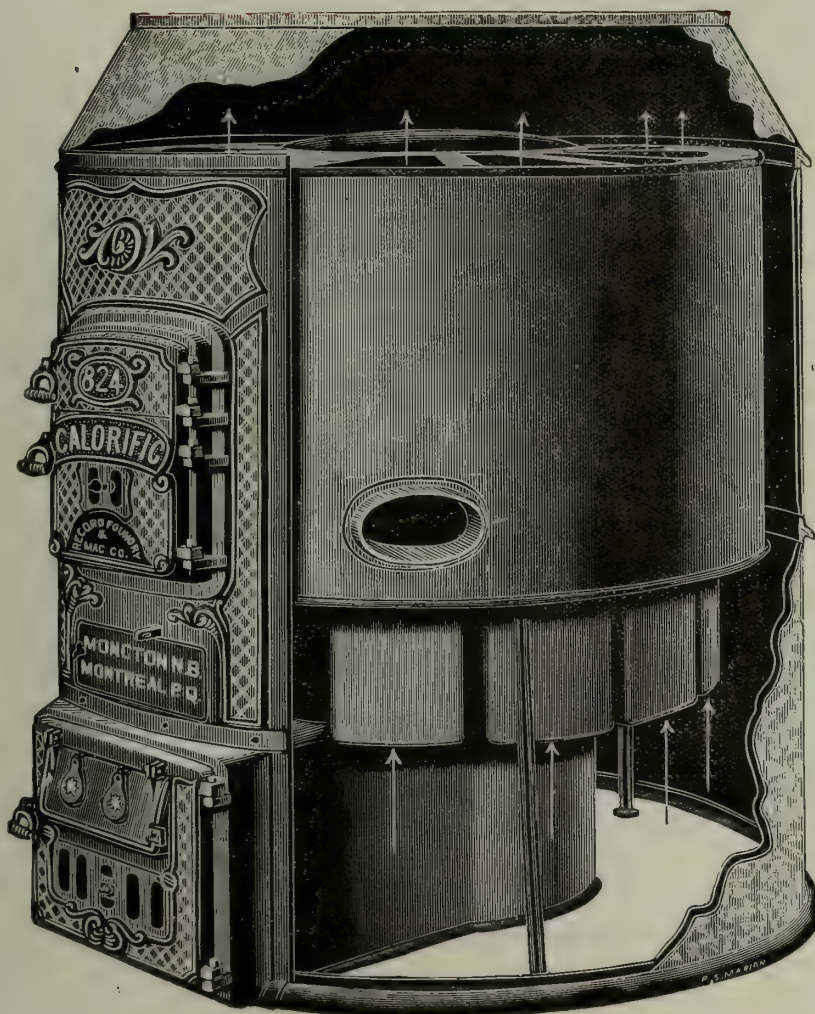


DOMINION JEWEL

Manufactured by

The Burrow, Stewart & Milne Company
Hamilton, Canada Limited

A Passport to Comfort



is what everyone receives who
buys the

RECORD CALORIFIC FURNACE

Dealers everywhere are reaping
the benefit of this fact. It burns
any kind of fuel.

Every furnace installed is a
permanent advertisement for
more business.

Our Furnaces command a good
price. There is always a nice
profit for you.

Let us send you the names of
some of our money making
dealers who have sold the *Record
Calorific* exclusively and have
captured the business of their
town. If they can make money
you can.

**We help you sell them because we
back every furnace by our guarantee**

Some of the largest public buildings in the Dominion have installed the Record Furnaces.
It is true merit that wins.

Our furnaces satisfy from the start. Anyone
can run it and it never troubles a soul.

Record Foundry & Machine Co., Limited

MONTREAL AND MONCTON, N.B.

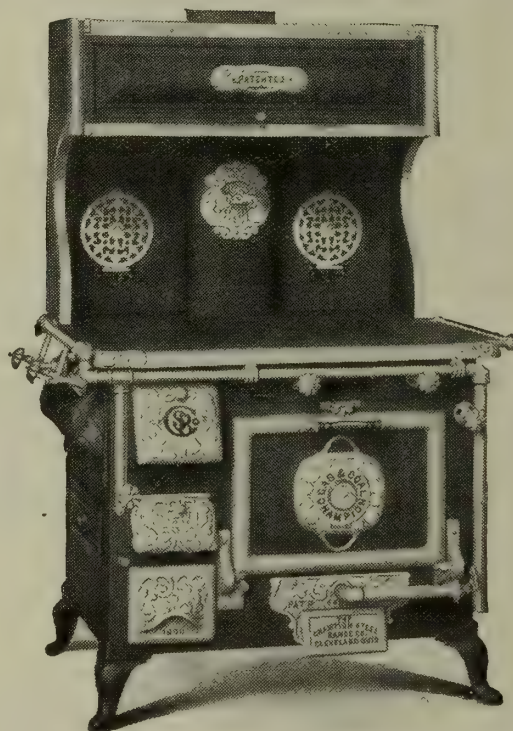
Sales Agencies at Winnipeg, Toronto, Calgary, Vancouver, St. John's, Nfld.

The "CHAMPION INTERCHANGEABLE" GAS, COAL OR WOOD RANGE

Here is the range that will revolutionize your gas range business.
Can be changed in three seconds to a coal or wood range.

¶ You can cook
and bake using gas
only.

¶ You can cook
and bake using coal
only.



¶ You can cook
and bake using
wood only.

¶ You can cook
and bake using gas
and coal at the
same time.

The range that gives the best service from the least fuel is the one that saves money; and the range that saves money is the range you will sell—the "CHAMPION" is the range.

This is 2 ranges in 1, and takes no more room than an ordinary gas range.

NOW is the gas range season, and if you want to most satisfactorily meet the demand, have the "CHAMPION" on your floor.

We can also supply the straight gas range in eight styles, any of which styles can be supplied with either a two-burner hot plate, a hot water heater or a reservoir.

The McClary quality is found in all these and the McClary advertising is behind them all.

Don't you think this would be a profitable line to handle?

SEND FOR OUR GAS RANGE BOOKLETS

McCLARY'S

London
Montreal

Toronto
Winnipeg

Vancouver
Hamilton

St. John, N.B.
Calgary

Housekeepers Are Now Renewing Their KITCHEN FURNITURE

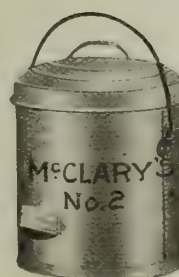
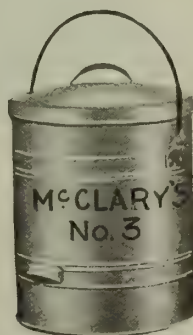
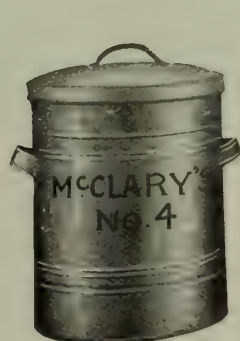


Wouldn't it be a good idea to stock your shelves with enamelware---enamelware made by McClary's---grey, blue, or white? We have now been making enamelware for several



years and have the best equipped shop in the country. No poisons are introduced into our enamel, and elasticity is a main feature—it will not chip easily. : : : : : : : :

*A
Household
Necessity*



*An
Inestimable
Convenience*

“FAMOUS” GARBAGE PAILS

MADE OF GALVANIZED IRON

The entire pail is dipped in the galvanizing tank, thus tightly closing every seam; no raw iron showing, consequently eliminating every chance of rust.

STRONG, SAFE, SECURE

These pails are supplied with slip-over covers and are packed in nests of four. Especially called for during Spring cleaning.

McCLARY'S

LONDON
MONTREAL

TORONTO
WINNIPEG

VANCOUVER
HAMILTON

ST. JOHN, N.B.
CALGARY

COLONIAL RANGES



The Colonial—for Coal, Wood or Gas



Imperial Base Burner Oak

The Handsomest on the Market

Detachable Nickel—Quick Change Grates—Change from coal to wood in a minute. Large Square Oven takes 4 10-inch pie tins. Fire Box will take 24-inch wood. Always gives satisfaction.

Gas Combination

Three in One

CONSIDER the advantages of a coal, wood and gas combination—three complete stoves in one—occupying little more space than the ordinary coal range. Both may be operated at the same time with absolute safety. Its comfort and convenience cannot be over estimated.

Six Exclusive Colonial Gas Features:

1. Exterior of gas attachment is all cast iron—prevents loss of heat by radiation.
2. Portable steel oven—any part replaced without dismantling the stove.
3. Safety oven lighting device—no dangerous "pilot lighter" to confuse the operator.
4. The Famous Centrifugal gas burner—a guaranteed saving of 25 per cent. on gas bills.
5. Nickel plated $\frac{3}{4}$ -inch piping—insuring a full flow of gas to all burners at all times.
6. Porcelain handle gas cocks—not affected by heat.

Three removable cooking burners and one simmering burner on top. Baking oven $12\frac{1}{2} \times 18 \times 10$ " high. Broiling is done with burners that heat the oven—with this construction cooking, baking and broiling may be done all at the same time. Made for both natural and artificial gas.

Imperial Base Burner Oak

The Most Powerful Heaters on the Market

For Coal or Wood. Sizes: 14 in., 16 in.—Single or Double Heaters. Handsome in Appearance, Economical on Fuel, combining the best qualities of a Base Burning Magazine Parlor Stove, and the best qualities of the Oak with these advantages over both: The Imperial Base Burner Oak is more easily regulated, will keep fire longer, burns less fuel, is a stronger heater and is in every way more economical than the direct draft Oak, and it is a more powerful heater and much cheaper than any Base Heating Parlor Stove, besides having the advantage of burning either Coal or Wood.

Improve Your Trade By Handling the Colonial and Imperial Line.
Write for Prices and Particulars

THE PERCIVAL PLOW & STOVE CO., Limited MERRICKVILLE ONTARIO



DAVIDSON'S

"Premier Marathon"

STEEL RANGE

—Note the Harmonious Lines—

Superior Construction

Extra Heavy Polished Steel Body

Large Fire Box

Roomy Oven

New Duplex Draft

and other new features

This Range Sells on Sight

You won't have to talk your customer into buying—just show the goods. Our guarantee is behind each and every one sold.

Booklet with full description and prices mailed for the asking.

ENAMELED WARE

Establish a Reputation for Quality in this line by making Our Brands of

"Colonial" and "Premier Ware"

a special feature of your business year.

"COLONIAL"—grey, real old-fashioned granite enamel.

MADE FOR SERVICE.

Wears like cast iron.

"PREMIER"—attractive blue color, with a dainty mauve lining.

FINE IN FINISH.

Looks well in a full kitchen outfit.

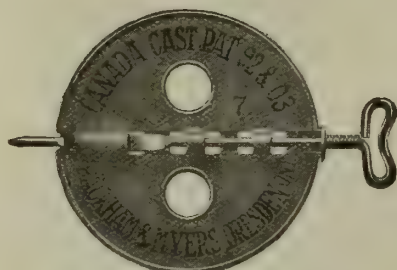


If not already handling these brands we would be glad to hear from you.

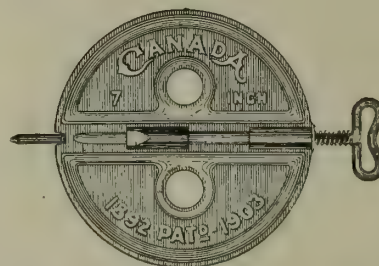
The Thos. Davidson Manufacturing Company, Limited
MONTREAL - and - WINNIPEG

We Manufacture Dampers

Put Us On Your Buying List

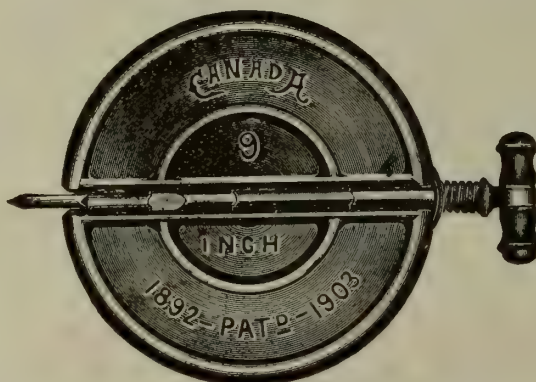


CANADA CAST DAMPERS
Rod Forged, Steel Plated
3 in., 4 in., 5 in., 6 in. and 7 in.



"CANADA" STEEL DAMPERS
Rod Forged, Steel Plated
6 in., 7 in. and 8 in.

Sample
mailed free
of
charge
to any point
in Canada

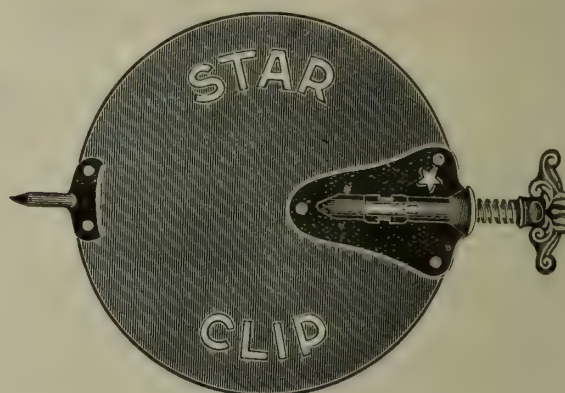


Ask for
quotations.
Our prices
will
interest
you.

CANADA STEEL HOT AIR PIPE DAMPERS
6 in., 7 in., 8 in., 8½ in., 9 in., 10 in., 11 in., 12 in., 14 in., 16 in., 18 in. and 20 in.



CANADA CLIP



STAR CLIP

For Sale by all Leading Jobbers

Manufactured by

Packham & Myers - - - Dresden, Ont.

Souvenir Stoves and Ranges

Steel Ranges

Cast Ranges

Coal and Wood Cooks

Baseburners

Oak Stoves

Coal Heaters

Wood Heaters

New Idea Furnaces

Registers

New Idea Boilers

Radiators

Get in touch with our
line for 1910.

Exclusive features of
merit.

Goods that satisfy and
yield a profit.



The Art Souvenir
Canada's Best Baseburner

GURNEY, TILDEN & CO., Limited
HAMILTON

Established 1843

The Horse Clipper They Tried to Imitate

They Stole the Idea —and Then Couldn't Use It

We Feel Highly Flattered at Being Imitated So Much

There's **ONLY ONE STEWART**, and only **ONE FIRM** that can make the **STEWART**. That's ourselves.

Stealing the **STEWART** idea is a high compliment to Stewart superiority. But what was the good to a concern who didn't have the manufacturing facilities or mechanical skill to turn out a machine they endeavored to copy.

We give our competitors credit for recognizing real merit in horse clipping machines. We furthermore give credit to horse owners throughout Canada who recognize the **STEWART** as the genuine machine and a certain other make as a **poor imitation** of the **STEWART**.

Why the STEWART is Good

The **STEWART** is universally used because of:

- 1st. **Wonderful Simplicity**
(In Construction and Operation)
- 2nd. **Enormous Durability**
- 3rd. **Great Convenience**

The **STEWART** is complete in itself and is ready for work as it stands. There are few working parts and no delicate, intricate parts. In operation it's simply a case of turning a handle and guiding the knife over the horse. No fear of injury to animal or operator. With a **STEWART** there are no delays, no wasted time, no need of costly expert labor. Anybody can clip a horse thoroughly with a **STEWART**. All working parts are enclosed and protected from dust and dirt. Gears are cut from solid steel bar made file hard, and run continually in oil so that friction and wear is practically done away with. A **STEWART** will last a lifetime and is guaranteed for twenty-five years.

Dealers in Canada Sell the Famous STEWART

Canadian dealers who value continued "**COME-BACK-AGAIN**" trade should sell **STEWARTS**—not imitations.

STEWARTS are widely advertised in Canadian publications and every horse owner in Canada has been told about their merit.

They pay good profits and bring repeat orders as a matter of course. Our co-operation with Canadian dealers means a lot.



List for Canada **\$9.75** Complete
Only

We are telling horse owners what an economy a **STEWART** horse clipping machine at \$9.75 really is. We have advertised that **STEWARTS** are sold by local dealers throughout Canada. We have a splendid proposition for the dealers who want to supply the demand in their locality. Write today.

All leading jobbers in Canada stock these machines regularly.

CHICAGO FLEXIBLE SHAFT COMPANY
250 Ontario Street
CHICAGO

“BANNER” 1910

COLD BLAST LANTERN

“PERFECTION”

New

Improvements

New Lift

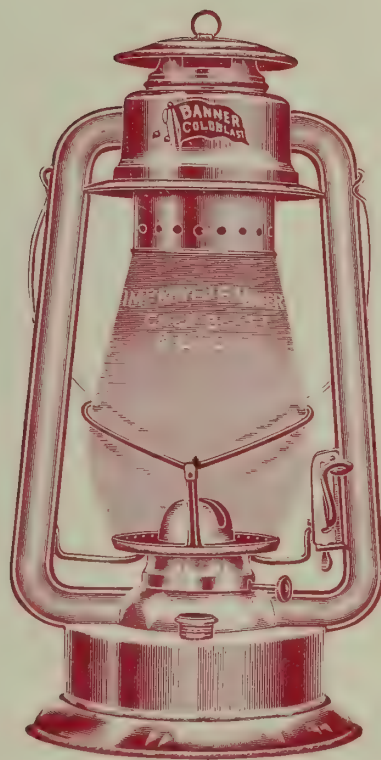
New Air Chamber

New Screw Cap

New Handle

New Guard

New Tubes



Impossible of

Improvement

**Our Patent
Positive Automatic
Safety Lock**

**Our Patent
Double Seamed
Oil Well**

**Our “Banner”
Toughened Diamond
Crystal Globes**

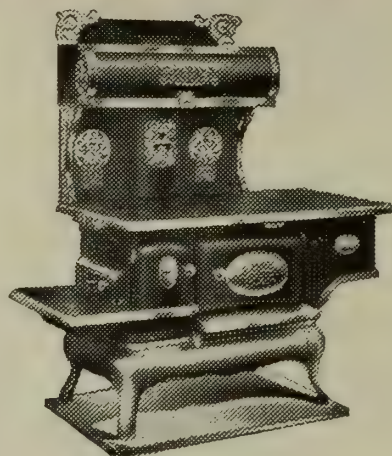
ALL OUR LANTERNS GUARANTEED “WIND-PROOF”

Handled by All Jobbers

Ask For Our New Descriptive Catalogue

The Ontario Lantern & Lamp Co.
HAMILTON **ONTARIO** **LIMITED**

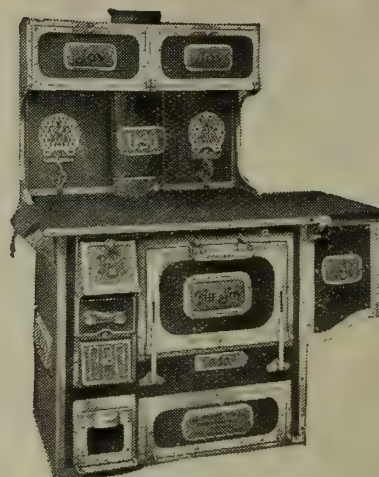
THE EMPIRE LINE



EMPIRE QUEEN

Our leading Cast Range—every one of them guaranteed. It has every up-to-date improvement, including thermometer, coal grate on slide, plain, smooth castings, handsome nickel dress.

HIGH GRADE RANGES



JOY MALLEABLE

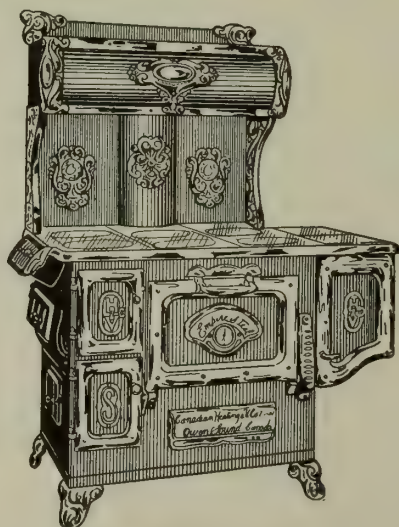
This is the only high grade malleable range made in Canada and sold through the hardware trade. It will not warp, crack or break. We can ship the following sizes promptly:

No. 8, 18—Square and High Closet No. 9, 26—Square and High Closet
No. 8, 18—Reservoir " No. 9, 26—Reservoir "

The Canadian Heating & Ventilating Co. OWEN SOUND : : ONTARIO LIMITED

DISTRIBUTING
AGENCIES:

Canada Stove and Furniture Co., Montreal.
Christie Bros. Co., Ltd., cor. Henry and Park Sts., Winnipeg, Man.
M. C. Drew & Son, Vancouver, B.C.



EMPIRE STEEL

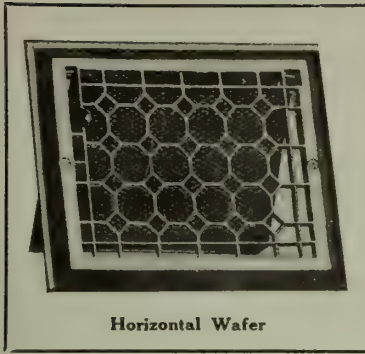
Has two flues, perfect fire box, large broiler door, interchangeable and quick heating reservoir. Handsome nickel dress, Built to wear. This is our highest grade steel range, made of extra heavy flat polished steel.

A
Live
Line
for
Active
Dealers

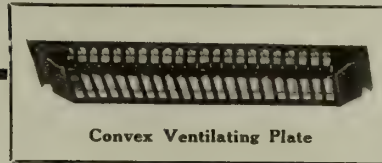


EMPIRE CHINOOK

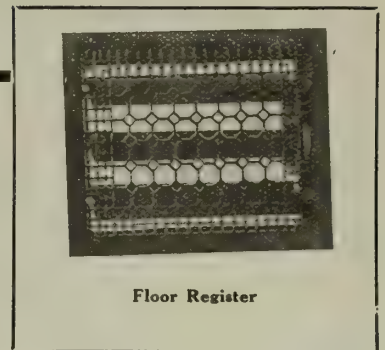
A very attractive and up-to-date steel range, built to satisfy the brisk demand for a reliable, modern steel range at a moderate price. You will find it a particularly good seller.



Horizontal Wafer



Convex Ventilating Plate



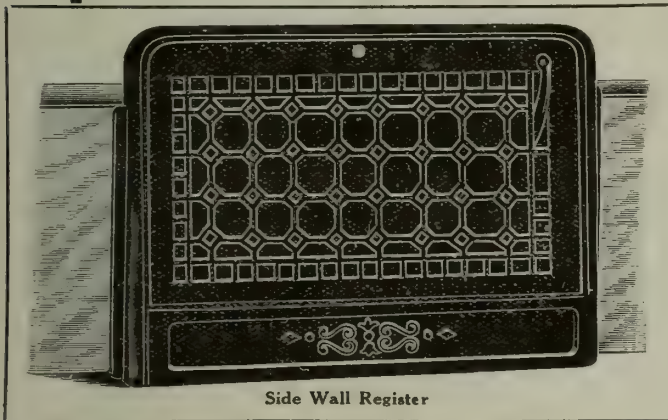
Floor Register

HEADQUARTERS

for

Floor and Sidewall Registers and Convex Reversible Wafers

This Empire Line is the most up-to-date line of registers made in Canada. In design, quality and finish they are not surpassed by any similar goods made anywhere in the world. Our "Empire Special" Convex Reversible Wafer is something entirely new that has made a great hit. Look for a full description in the next issue of Hardware and Metal.



Side Wall Register

Canadian Heating and Ventilating Co., Limited

Owen Sound - Ontario

Distributing Agencies { Canada Stove and Furniture Co., Montreal.
Christie Bros. Co., Ltd., cor. Henry and Park Sts.,
M. C. Drew & Son, Vancouver, B.C. [Winnipeg.

HADDON



CUTLERY

OPEN EASY KNIVES



The most easy-opening knife ever invented. Can be opened with the gloved hand. Made in a variety of shapes and materials.



All Haddon Brand Knives are hand made from our famous Haddon Steel. Are warranted to keep a keen cutting edge.

HADDON RAZOR



The **HADDON SAFETY RAZOR** is guaranteed first quality and cannot be beaten. Simple in action and easy to clean.

These Razors never require grinding; ground extra full hollow, will last a lifetime. The finest Razor ever produced. Made in three sizes of blades $\frac{1}{2}$ ", $\frac{3}{4}$ ", $1\frac{1}{4}$ " any of these specialties are found faulty we will exchange.

ALL HADDON SPECIALTIES CAN BE HAD FROM JOBBERS

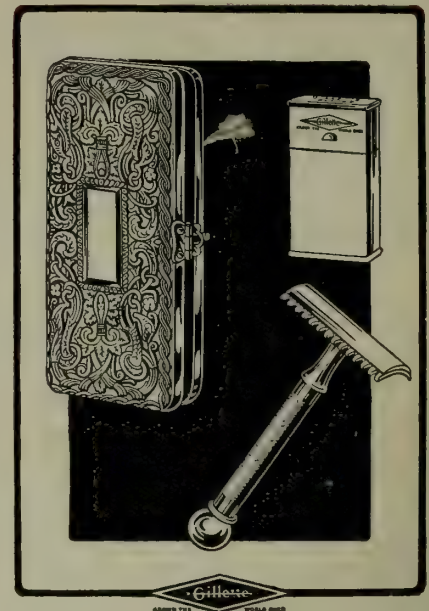
SOLE MAKERS, W. R. HUMPHREYS & CO., Limited, SHEFFIELD, ENG.



Perfect Razors

The GILLETTE is right in principle. The thin Gillette blade takes a far more perfect temper than can possibly be given to any thick blade. The Gillette frame clamps this thin blade firmly, absolutely preventing the vibration which makes all other thin-bladed safety razors unsatisfactory. A simple turn of the handle adjusts this Gillette blade for a light or close shave, a soft or heavy beard—a thing impossible with any other razor.

These GILLETTE advantages are all fully protected by patents. Add to them the finest of materials and the superb Gillette workmanship and you have the world's best razor—the GILLETTE.



Persistent Advertising

We have not hidden these things under a bushel. We spend every year in advertising the GILLETTE a sum larger than the combined total sales of all the other safety razors in America. We never let up.

The result is that everybody knows the GILLETTE, and thousands of men are right now on the point of buying one.

Personal Salesmanship

This is your part. By attractive GILLETTE window and counter displays, by tactful suggestion, by good strong selling talk, you can get many of these prospective GILLETTE purchasers into your store—and sell them.

They will keep coming back, too, for more blades, and you'll have an excellent chance of making regular customers of them, especially as they are sure to be pleased with the GILLETTE.

Profits

If we can get together on this GILLETTE proposition—if you will join your enthusiastic personal salesmanship with our persistent advertising to push the perfect GILLETTE Safety Razor—there will be a tidy profit for both of us at the end of the year.

Your profit is certain on every Gillette sale, too, for Gillette selling prices are protected, and there's no price-cutting.

Talk it over with our representative when he makes his next call, or write our Manager about it.

The Gillette Safety Razor Co. of Canada Limited

Office and Factory - - - 63 St. Alexander St., Montreal



KNOWN THE

WORLD OVER

Stanford Steel Range

Double Oven Fuel Saver for Family Use, with Control of Heat in Ovens

Features

Two ovens with one fire.

Heat absolutely controlled from one oven to the other as desired.

Heat perfectly controlled from top to bottom of either oven as required.

Roasting in one oven and baking in the other at the same time at different temperatures.

Burns Hard Coal, Soft Coal, Wood, Coke or Gas. With or without hot water attachments.

No asbestos, putty or cement used, air spaces with double plates instead.

Takes up same room as ordinary stove, and has all the good features of ordinary ranges.

MADE IN SINGLE OVEN STYLES ALSO.

Our double oven range uses much less fuel than any single oven range on the Canadian market, and you have absolute control and direct application of heat.

Has more good qualities and talking points than all other ranges together, and is a practical success in every way.

Sells about the same price as any high-class steel range, and is made of the best material, workmanship first class, is simple and durable.

WRITE FOR PARTICULARS AND TRADE PRICES TO

THE

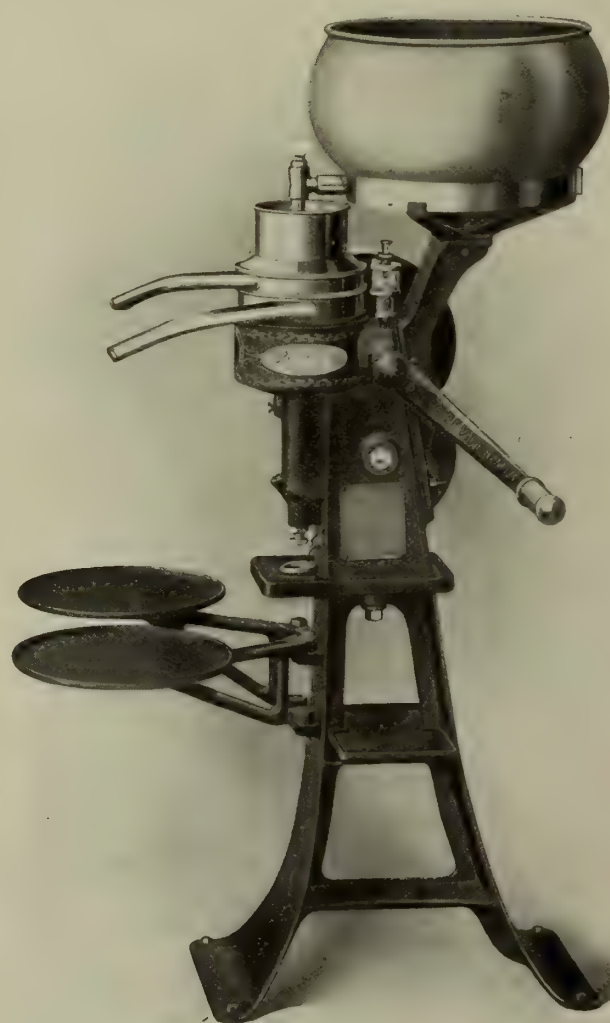
Brantford Steel Range Co., Limited

BRANTFORD, : : : : : ONTARIO

Mr. Hardware Dealer

We are looking for agents among the best Hardware Dealers in Canada. If you have a canvasser out through the country, or are in an exceptionally good position to secure the farmers' trade, we have no hesitation in saying that you could not do a better stroke of business than to secure the agency for the old, reliable, yet new in every essential of up-to-date construction

The De Laval Cream Separator



You have heard of the De Laval in durability, skimming efficiency, and everything most desirable. It has always led and always will. It is one of the greatest trade getters in the world, and is Standard the world over. All others are compared with the De Laval.

We shall be pleased to send you on application, our large catalogue—a handsome production—which will give you further detailed description.

*Take it up with us to-day.
A postcard will establish the connection.*

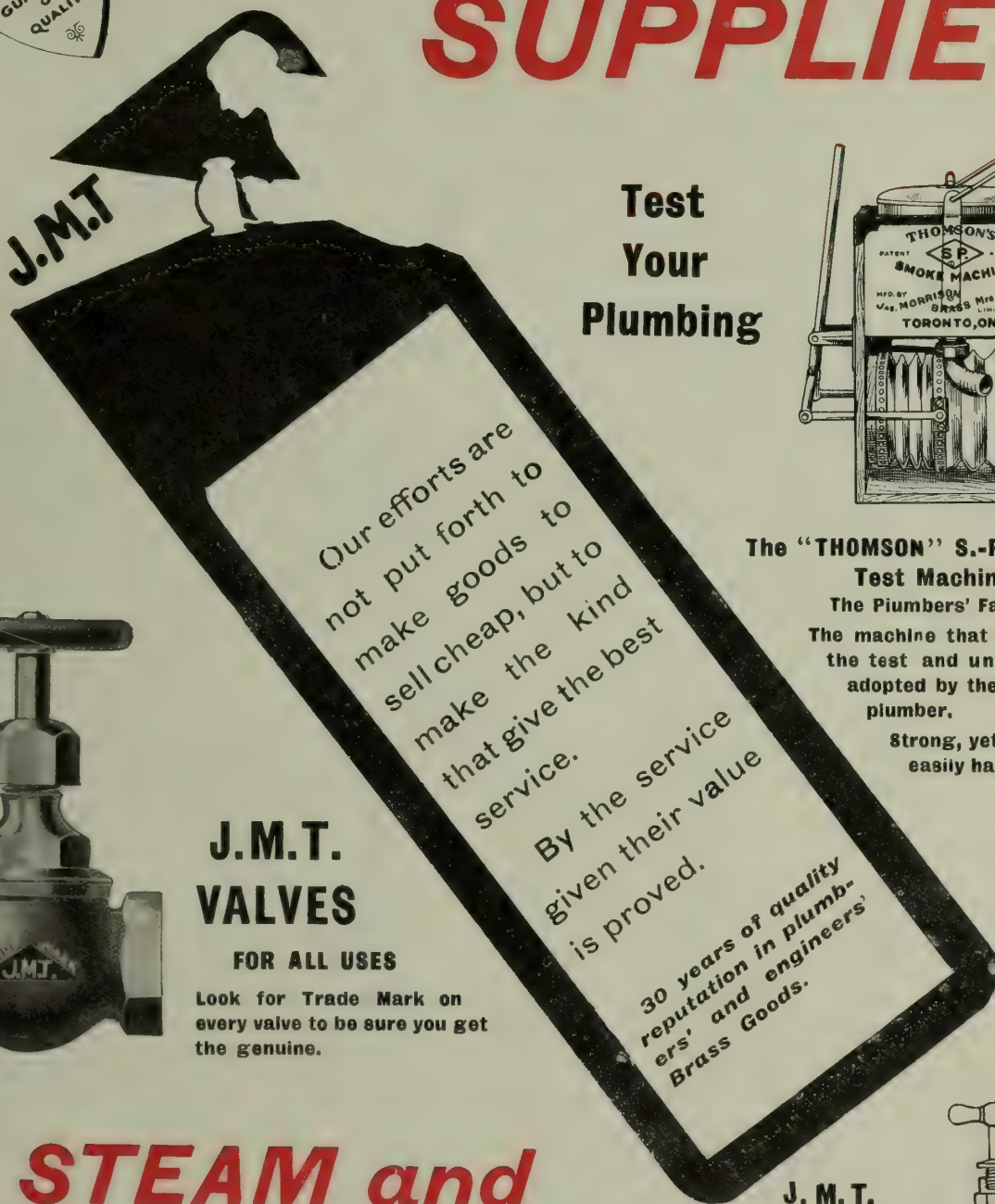
**The De Laval
Separator Company**

173-177 William Street
MONTREAL, QUE.

Agencies everywhere.



PLUMBERS' SUPPLIES



**Test
Your
Plumbing**



**The "THOMSON" S.-P. Smoke
Test Machine—**

The Plumbers' Favorite.

The machine that has stood the test and universally adopted by the Canadian plumber.

Strong, yet light and easily handled.



**J.M.T.
VALVES**

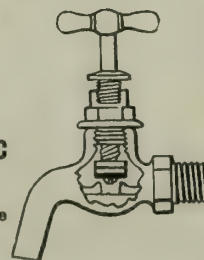
FOR ALL USES

Look for Trade Mark on every valve to be sure you get the genuine.

STEAM and HEATING GOODS

**J. M. T.
CUSHION-DISC
FAUCETS**

The Cushion prevents the Drip! Drip! trouble
Try them on your best jobs.



The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO



HERE'S MONEY in Community Silver, because it sells easily ; because its high quality is exactly what the people want to-day ; because it is the best advertised plated-ware on the market ; because it offers fullest value to the consumer and the most generous profit to the dealer. ORDER NOW—and get your share.

ONEIDA COMMUNITY, LTD. - NIAGARA FALLS, ONT.



CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY.

Proof of their superiority is found in their popularity. They not only "swing the doors" in the finest office buildings, banks, churches and homes, but they open the doors of trade to more and greater business.

Many a Hardware Merchant could "swing" more trade his way if he were more particular about the Quality of the Spring Butts he sells.

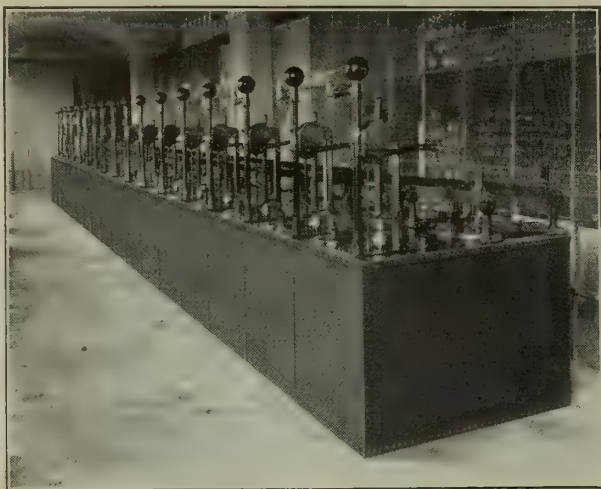
For example: If you furnish a Builder or other customer with Spring Hinges that are not satisfactory—it's ten to one they'll never purchase any other Builders' Hardware of you.

While if you sell them good Spring Butts that look attractive, operate properly and are durable, they'll certainly count your store a dependable place to buy other Hardware as well as Spring Hinges.

Chicago Spring Butts are made both Double and Single Acting, in so many patterns and for so many purposes that customers are sure to find the right Butts required to swing the doors properly.

Our Trade-Mark guarantees the Quality and insures satisfaction to the Hardware Merchant and his trade. Send for a copy of our Catalogue No. X26, and see what a fine line of Spring Butts and Builders' Hardware Specialties we make.





A "Bowser" Oil Room in
Portland, Ore.

Profit is what keeps you in business. The installation of new fixtures means more profit and added conveniences.

A few Dealers Who are Using the Bowser System for handling Paint Oils

Russell Hardware Co., Toronto, Ont.
Peterboro Hardware Co., Peterboro, Ont.

Ingram & Davey, St. Thomas, Ont.
Geo. Ecclestone, Bracebridge, Ont.
Dunlop & Co., Pembroke, Ont.
Sussex Mercantile Co., Sussex, N. B.
Jas. S. Neil, Fredericton, N. B.
Sumner & Co., Moncton, N. B.

Carmel Bros., Montreal, Que.
J. O. Cadham, Portage la Prairie, Man.

Campbell & Ferguson, Waskada, Man.
J. H. Buchanan, Moose Jaw, Sask.
F. Koehler, Watrous, Sask.
Chas. H. Marshall, Nanton, Alta.
Geo. D. Wallace, Wetaskiwin, Alta.
McLellan, McFeeley & Co., Vancouver, B. C.

Lewis & Sills, Vancouver, B. C.
W. H. Morton, Nanaimo, B. C.
Melrose & Co., Victoria, B. C.

**Use the
Coupon**

S. F.
Bowser & Co.
66-68 Frazer Ave.,
Toronto

Dear Sirs:—

Please send me Bulletin 15
regarding the Bowser System for
handling Paint Oils.

Name.....

Address.....
H. & M.

Which Oil Room looks like yours?

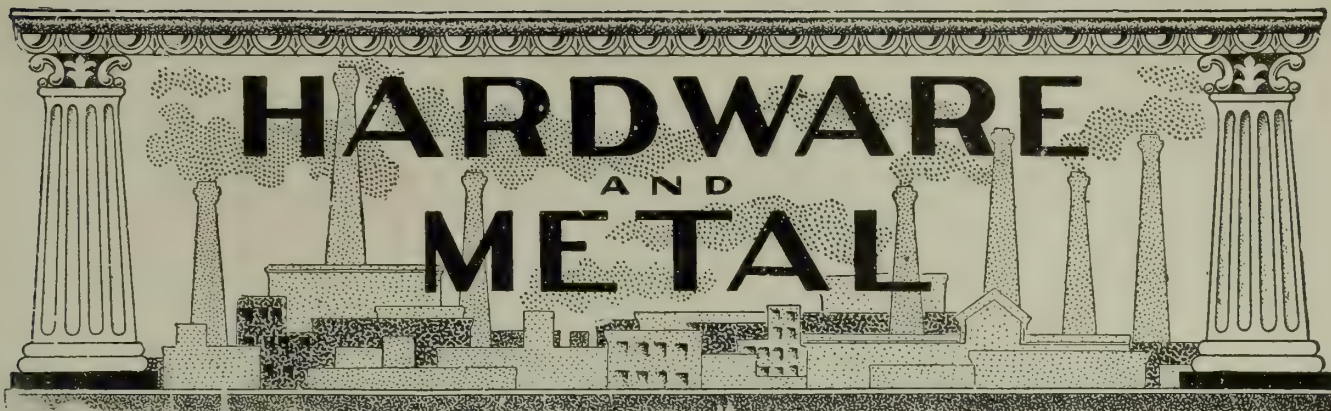
BOWSER

The Bowser System for handling all kinds of paint oils, varnishes, lubricants, etc., is needed in your oil room, because it will permit you to handle your oils on a profitable basis. It provides storage for any number of oils in any quantities. You can buy at large-quantity prices and keep your oils by means of the Bowser in a fresh and refined condition. Your oil room will be always neat and clean—no slopping or dripping of faucets, no dirty, sticky measures and funnels; your oils will be handled economically—no over-measure, no waste, no seepage, no evaporation—every gallon of your oils will be sold. Your buildings will be safe no oil-soaked floors, no chance for fire to get to oils.

You need a Bowser—you cannot handle your oil as profitably without one. Use corner card to-day to secure information.



An Actual Photograph of an Oil Room before the Installation of Bowser Outfits



Vol. XXII No. 13

Toronto, Canada, March 26, 1910.

Two Dollars per Year

The MacLean Publishing Co., Ltd.

John Bayne MacLean

President.

Publishers of Hardware and Metal and
other trade and technical newspapers.

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Canada :
Macpubco, Toronto.

England :
Atabek, London, Eng.

Offices :

Montreal.	701-702 Eastern Townships Bank Bldg.
Toronto.	10 Front Street East.
Winnipeg.	511 Union Bank Building.
London, Eng.,	J. Meredith McKim, 88 Fleet Street, E.C.
New York,	R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building.
Vancouver, B. C.,	H. Hodgson, Room 11, Hartney Chambers.
France,	John F. Jones & Co., 31bis Faubourg Montmartre, Paris.
Switzerland,	Louis Wolf, Orell Fussli & Co., Zurich.

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THE TRADE PAPER'S MISSION.

The modern trade newspaper is essentially a publication devoted to the gathering of practical information and news for its readers. Just as the jobbing house collects and distributes certain classes of goods required by the customers it aims to serve, so is the trade newspaper a clearing house, not of goods, but of news and ideas—news of new lines being introduced upon the market and ideas regarding the methods which can be put into practice as to the buying, the storing, the displaying, the advertising and the selling of those new lines.

In some large businesses and "idea man" is included in the staff, his business being to study the business methods of the institution and make suggestions which can be put into practice. Hardware and Metal is the "idea man" of the Canadian hardware trade and if its readers take full advantage of the suggestions given by the paper, not one of them but will have returned to them a dozen times over the two dollars yearly which the paper costs.

Some merchants get a great deal more out of their trade newspaper than others do. These are the ones who have a system to their work. They are willing to learn, and no matter how busy they are they make it a point to keep posted regarding the market and trade news. Some keep a scrap book with departments for window dressing, advertising suggestions, bookkeeping hints, tin-smiths' patterns, etc., while others keep a regular file of their papers and mark down in an indexed book the date and page of articles on subjects which they may want to refer to again.

The proprietor of an Ontario store has a system which can be used to advantage by other readers. He goes over Hardware and Metal on its arrival each week and marks the articles which he considers of interest to the various members of his staff. Beside him is a sheet of paper. He sees an announcement of an advertiser that a new catalogue is being printed and he marks that "J.S.," for the bookkeeper to take note of and send for the book. Then he sees an article on trimming a sporting goods, a paint or a builders' hardware window and he marks that for "B.W." or "M.K." to see. And so on through the paper, the bookkeeper, ad-writer, window trimmer, tin-smith, etc., each in turn receiving the paper and after reading the articles to which their attention is drawn they sign their initials and pass it on to the next on the list. Then the paper goes back to the merchant and the desired pages are filed away in a loose leaf letter file.

To make the paper of greatest service to its readers the editor must have their co-operation. He and his assistants cannot possibly think of all the helpful selling plans, hear of all the helpful store fixtures, attractive displays, etc., that occur to subscribers during the course of their daily business. Merchants, therefore, who read of what some other merchant is doing should help the other fellow by sending an occasional letter to the editor with some information regarding his method of doing things. It isn't necessary to write a literary composition. Just write as

you would talk and the editor will fix it up if it needs any fixing. That's what he is paid to do.

* * * * *

In this Spring Number of Hardware and Metal there are many ideas, both printed and pictured, supplied by readers of the paper, ideas regarding building a store, arranging the fixtures, dressing the window, writing the advertisement, buying the stock, taking the inventory, keeping the books, unusual selling plans, etc. All these and many more are written about in such a way that we believe almost every reader will keep the Special Number on their desk or in their catalogue file for reference during the next year or two.

But it isn't only the reading pages which make the Special Number valuable for future reference. The advertising announcements of about three hundred hardware manufacturers and jobbers in this issue make it as complete a "Buyers' Directory" as it is possible for Canadian hardware merchants to secure. Listed in the "Index to Advertisers" at the back of the book are the names of all the most progressive firms in Great Britain, the United States and Canada selling to the retail trade in this country.

* * * * *

In these days when profits are cut to a razor-edge on staple lines, the progressive retailer is looking for new lines on which to make his profits. Not only are there larger margins to be secured on special lines, but it is such articles that give individuality to a store and make customers remember the place. A customer knows he can get a package of tacks, a pound of nails, some putty or white lead in any hardware store, but if he sees a vacuum cleaner, a fireless cooker, a new type of ice cream freezer, a safety razor, some fine fire-place fixtures, or some special lines in which he becomes interested, he will think of that store first when next he wants any hardware article.

* * * * *

It will pay you to study the advertising pages in this Special Number, not only because of the many specialties advertised, but also for the selling arguments presented which will help you and your clerks to sell more of the goods which carry the largest margin of profit. Go through the Special Number page by page and mark the lines regarding which you want more information. Then spend half a dollar in postage stamps on letters or postcards to the advertisers, asking them for catalogues and selling hints. It may be a fishing expedition on your part, with the chance of landing a big fish in the form of some line or specialty on which you can clean up quite a few dollars. In return for your time and postage the advertisers will gladly send you the latest suggestions of their "idea man." And when writing oblige the advertisers—and the publishers—by mentioning the fact that you saw their announcement in Hardware and Metal.



OUR COVER DESIGN.

In designing the special cover for this Spring Number an effort has been made to illustrate in pictorial form "The Dawn of Canada's Brightest Year." One of Canada's best known artists has specially designed for Hardware and Metal a cover which has won warm compliments from those who have seen advance proofs. In transportation facilities, in the erection of large industrial and office buildings of steel and concrete construction, in the expansion of the cities and the development of new factory towns Canada is experiencing a movement unlike anything in its history, but in thorough keeping with Sir

Wilfrid Laurier's prophecy that "Canada is the country of the twentieth century."

Turn which way you will, there is no loophole for doubt. Capital, the basis of all expansion, is freely circulating. Such is the financial reputation of the country abroad, and so general the belief in her great and glorious future, that foreign investors want no tempting to place their money into her trade channels. Canadian stock is taken up at a high rate, and despite the millions received last year, many more millions, especially in the Old Country, are but waiting the call. Canadian banks, too, were never stronger, or in a better position to finance legitimate ventures. Integrity and business ability, in this year of prosperity, will not cry aloud in the wilderness for financial help that is not forthcoming. Canada's credit is at high-water mark.

And the farmers—the backbone of the country—how do they stand? Note the development of the banking energy in the Northwest, the enormous clearing house returns after the last harvest, the number of legitimate land transactions, and the prosperity that is self-evident in the farming communities. The thousands of acres of virgin soil broken up last year will be more than doubled this spring.

For the eleven months ending February 28, the total number of immigrants coming into Canada was 175,729, an increase of 35 per cent., compared with the corresponding eleven months of 1908-9; while from the United States for the eleven months the immigration increased by 71 per cent., the comparative figures being 86,488 and 50,650. For February of this year the figures show an increase of 112 per cent., and it requires no stretch of the imagination to understand what scenes of activity will be enacted in the Northwest this spring, and what a harvest must result from the augmented forces at work.

With this development there is the natural progress of the settled portions of the country. National growth means greater consumption of goods, and with greater consumption comes greater industrial activity. Factories are adding to their plants, new industries are being established here and there. Old Country and United States corporations find that the growing call upon their output necessitates the erection of factories in the country, while representatives increase in numbers weekly. This industrial activity entails a keener development of the mineral resources of the country. Furnaces and smelters are springing up in all parts of the Dominion, where ore and coal are available.

With this development comes unparalleled expansion in building and construction work in large and in small cities, in great industrial centres and in small ones. The railroads are rapidly linking up the country in an endless chain of steel, and the cry is everywhere the same—expansion—expansion—expansion.

Merchants are buying with more confidence, because they know that the consumptive demand will be greater than ever, manufacturers are turning out greater supplies because they can tell, with their fingers on the industrial pulse of the country, that goods will be wanted, and with it all there is the general feeling of confidence in a nation's prosperity.

Canada offers an opportunity to foreign capitalists that no country can now equal. Her resources have only been touched—her future is clear to those who possess a thorough knowledge of her great national possibilities. The constituents of success are here, and the natural enterprise of her hardy people will now mold them into a great and glorious whole.

LOCAL ASSOCIATIONS OF MERCHANTS.

The business man of Fredericton, N.B., are discussing the advisability of forming an association for the purpose of uniting the local merchants, developing a more friendly feeling, and making it possible to secure a uniformity in business policy along certain lines.

In several Ontario cities such associations have done successful work, notably in the formation of collection departments which have proven very effective in combating dead beats. In many places, too, the associations have been the means of having by-laws passed closing the stores earlier in the evenings, and in the adoption of rules whereby merchants agree not to purchase tickets of any kind in their places of business as well as not to contribute money or goods towards picnics or concerts or advertise on programs. In this way a lot of petty graft and unnecessary expense is cut out and the merchants are given shorter hours and more time to enjoy life.

The Retail Merchants' Association at Chatham, Ont., organized three years ago, has 85 members, 65 of whom pay \$10 annually (in addition to the local \$2 fee) for membership in the collection department. There has been a more friendly feeling and less price cutting, more of a tendency to meet with one another and talk over the matters of interest as a result.

In Guelph the local association has, in addition to the questions referred to, taken an active part in such municipal matters affecting merchants as the reduction in the price of electric light and gas. Competent men on the aldermanic board, better waterworks system, street and park improvements, better market, etc. In all of these they have been successful in a greater or lesser degree. The Guelph association has a membership of 80, the membership fee of \$2 being collected when the annual banquet is held.

What ruins more local associations than anything else is the over enthusiasm of some member who tries to induce his fellows to enter into iron-clad agreements on various questions, this causing the conservative members to become dissatisfied and quit. Care should be taken to avoid dealing with questions restricting the personal liberty of members, the greatest benefits being derived from the development of a public spirit in which personal jealousies can be submerged in the general good.

Merchants are a most charitable class of men but they are imposed upon to a great extent. Consequently it is a good plan to refer all requests for donations or advertisements to the secretary of the association so that the unworthy schemes can be eliminated and general encouragement given to propositions deserving of assistance. In the same way protection can be taken against canvassers or peddlers and by-laws drafted to restrict illegitimate peddling and the auctions sales of bankrupt stocks brought in from outside places. Care must be taken not to prevent deserving men and women from making a living by canvassing or peddling in a legitimate manner.

A subject which deserves attention at the hands of local merchants' associations is the suppression of fake mining, land and stock jobbing schemes. During recent years a vast amount of money has passed out of the pockets of working men, widows, and in too many cases of merchants, themselves, to be swallowed up by the slick promoters to pay advertising bills and high living expenses, only a small portion of the money being spent for the purposes it was invested. This drain on the savings of the people has been a serious blow to the mercantile community as in too many cases the money that has gone into wild-cat schemes should have gone to liquidate unpaid bills at the local stores. Action on the part of a

local association would do much to protect the community from such losses.

Another advantage of having the merchants organized locally is that through such organization the local merchants can act quickly on questions affecting merchants which arise in the Legislature or in Parliament. Several cases might be cited. Three years ago the Retail Hardware Association and the unorganized drygoodsmen led in the fight against Postmaster-General Lemieux's "parcel post c.o.d." proposal and merchants generally were urged to petition Parliament against it. A year ago the booksellers had a grievance against the Ontario Government for giving the school books contract to a catalogue house who gave a cut price with the view to securing cheap advertising by having their name printed on each book. Then at the present session of Parliament merchants have found it necessary to oppose the Co-operative Bill and the underwriters' amendments to the Insurance Act.

There can be no doubt about the advantages to be gained from a local merchants' association. The National and Provincial Associations provide the means whereby the merchants' interests can be protected and propositions for his betterment encouraged. But the local associations are needed to deal with local questions and assist the parent organizations.



SELLS, BUT DOES NOT USE, PAINT.

A Toronto hardware merchant who does business on a fine corner in a residential district in the West End has a poor ad. for his paint stock outside his store. The front itself hasn't been "brightened up" for 'steen years, but the sign over the corner is the biggest eyesore. When it last saw paint must have been before the days of mixed paint.

What would a hardwareman think of a safety razor man who came around with an unshaven face—or what would a customer think of a hardware clerk who tried to sell a razor when his face hadn't felt a razor blade for a week? Just what a paint customer has a right to think of that Toronto hardwareman who sells, but apparently never uses, paint.

Too many hardwaremen are like the Toronto dealer we have referred to. They stock a good line of paint and they sell all they can to customers who ask for it. But they never think of adopting some plans to push the line. Perhaps, if the manufacturers is persistent, they will send a list of names to whom literature can be sent. But, as a rule, they wait for business to come to them.

Such dealers need a similar awakening to what happened to two dealers in a western town. Each had the agency for a well-known brand of mixed paint, but neither hustled for business. A builders' supply man put in another line and soon worked up quite a trade. Then Black, through a deal with the traveler, got the agency for the line White had been selling, but now, having two lines he could only give a luke-warm endorsement to either. The result was that White secured the agency for the line Black had originally had.

The two dealers had simply traded lines and each now had the line he had formerly been talking against. And as a result each had to put vim into his salesmanship in order to make good. At first they cut prices a little but they soon tired of that and relied upon hustle and argument to make sales. Business was created and at the end of the year each had sold more paint than ever before.

It may be good business for an alligator to lie on a mudbank and wait for his tongue to cover up with flies before closing his jaws. But the successful merchant isn't an alligator—he wants more than a mere living, and he uses his brain as well as his hands.

HARDWARE AND METAL

TALK ABOUT MERGERS.

Talk of a big merger including all the important stove foundries in Pennsylvania is interesting in connection with the proposition which has been made on several occasions that the various foundries in Ontario be combined into one organization. The matter went so far on one occasion that one man's acceptance of the terms was all that was required to complete the merger.

More recently we have had the cement and bolt and nut mergers, with talk of larger combinations, including all the rolling mills, nail and screw plants, etc., making finished iron and steel products. And talk is even heard of a number of hardware manufacturers forming a selling corporation through which they propose to market their wares instead of through the customary jobbing channels.

And gossip has not left the jobbers free from the merger talk, it having been rumored on several occasions recently that certain Montreal and Toronto jobbing houses might unite. One proposition considered, it is understood, was the uniting of three of the Montreal and one Toronto house, the plan being to maintain one thoroughly equipped warehouse in each city. Definite offers have been made on at least two occasions, which, if accepted, would have meant the merging of one big Montreal jobbing house into the business of a Montreal or Toronto house.

Two distinct tendencies are noticeable in the jobbing trade in the United States. In the western States four large jobbing houses have developed, the policy of two of these being to establish branch warehouses in important centres. The jobbing trade in the eastern States, on the other hand, is in the hands of smaller jobbing houses, the tendency being for each shipping centre to develop one or more houses which appear to be satisfied with the trade of their own district.

What the future of the jobbing trade in Canada is to be is difficult to forecast. A Montreal jobbing house has within the past year or so closed branches at Toronto and Winnipeg and a Toronto house has also withdrawn its salesmen from west of the lakes. On the other hand another Toronto jobber has increased his staff in the western provinces and a St. John jobber has established a branch at Saskatoon. A Hamilton house has a chain of connections at Winnipeg, Nelson and Vancouver, while a Winnipeg jobber is strengthening his branch at Calgary. Edmonton has developed as a jobbing point for its district and Regina is also to have a jobbing house. Halifax, St. John, Quebec, Ottawa, London and Vancouver have always been good jobbing centres.

There seems to be a field for the activity of the jobber who is content to confine his trade to the district served by the branch railways running out of his place of operations. But as the builders' hardware houses grow he may be forced to choose between broadening his field or becoming a jobber-retailer. Likewise there is also plenty of scope in this growing country for enterprising jobbers who adopt sane and progressive methods to develop into houses of national trade and reputation.

A merger of two or three houses would remove many causes for friction and have advantages to both jobber and retailer, but it might only clear the way for the establishment in Canada of a branch of one of the great United States wholesale concerns.

KNOCKING THE RETAILER.

That manufacturers who sell to the retail trade should protect the retailer by refusing to sell their goods through the agency of catalogue houses who make a practice of cutting prices is unquestioned.

A manufacturer or jobber has the right to sell to whom he pleases, but if he values his retail connection he will not sell at wholesale prices to consumers nor will he allow his product to be used as a leader by a price cutting retailer or catalogue house. The experience of several large United States manufacturers show that it does not pay to try to play fast and loose with the ethics of merchandising on this point.

Hardware and Metal has already commented upon the action of an Ontario binder twine manufacturer in supplying sixty or seventy cars of short length twine to the Eaton Co. to market at cut prices through their Toronto and Winnipeg houses. For this 550-foot twine the catalogue house is asking 8 cents in Ontario and 8½ cents in western Canada, an advance of a quarter of a cent over the manufacturers' prices to the retailers. At this narrow margin dealers will find no profit in handling the lower grades of twine and will have to look to the longer lengths for their trade.

There is a growing tendency toward encouraging the sale of goods on which the manufacturers fix and maintain the prices and the binder twine incident referred to will encourage retailers to co-operate with manufacturers in this direction.

A GREAT TRADE HINDRANCE.

At the recent annual meeting of the British Columbia Retail Hardware Association, the president remarked that "Price cutting is the greatest hindrance to the success of our association." By implication at least he no doubt also meant that price cutting is the greatest hindrance to trade generally.

There is no question about it. The reduction in profits which follows the cutting in prices is perhaps not the worst feature of the price cutting. The worst feature of cutting prices is the demoralizing effect which it has upon trade. It is resorted to by one merchant in order that he may get trade from another. It is the resort of the weakling, not of the strong merchant. It is an illegitimate business practice and as such cannot but do harm.

Let there be all the competition possible but let it be conducted on sound business principles and not upon unsound principles.

Price cutting will not more build up trade than destroying the roots of a tree will increase its fruit-bearing qualities.

Let the competition be not in who can sell at a price nearest cost, but who can adopt the best and most progressive methods of doing business. This makes trade more solid and permanent and puts its conduct upon a higher plain. To co-operate with this end in view should be the object of all merchants.

Price cutting prevents this happy consummation.

FARMERS BUYING AUTOMOBILES.

An indication of the golden harvest being garnered by western Canada farmers can be gathered by the fact that J. C. Doe, a farmer living near Moose Jaw, recently visited Detroit and placed orders for 30 automobiles, totalling in value to over \$100,000.

Mr. Doe says that he told a couple of friends that he intended to buy an auto when in the east and before he got away he had been commissioned to buy 29 others for farmers in the neighborhood. His own machine cost \$4,500 and the others cost from \$3,000 up, most of the deals being closed for cash or bank drafts. The machines will not be delivered until spring. "Give us a garage, and some speed regulations, and we'll be right up with the eastern cities," says Doe.

CREATE A FAVORABLE IMPRESSION.

The dignity and atmosphere of a store are great factors in bringing business. It is human nature to pay deference to what may be called "class," and if the merchant can give his store an appearance of dignity, and a general air of being a bit above the other ones, he adds to the pulling power of his goods. In other words he makes an impression, and whether in display, in buying, or in selling, making an impression is half the battle.

It is not a difficult matter to give a store an appearance of dignity and of tone, and yet many hardwaremen fall down in this respect. They forget that a good picture is set off by a pretty frame, and spoiled by an ugly one, and so it is with hardware, or with any other kind of goods. A plane is a plane, but it will sell better if placed in a smart looking show case than if placed haphazard on a shelf with a lot of other tools.

The decoration of the exterior of the store, the harmonious painting and trimming of the interior, the ornateness of the cases and counters, the general arranging of the floor space so that the store is given an appearance of being roomy, the display of the stock so that it looks twice as heavy as it really is, all play an important part in store character.

Above all impress upon the clerks the necessity of being clean in appearance and dignified in action. If a customer goes into a store and finds one clerk at horse play with another, or finds them both slouching about with caps on the back of their heads, not a very good opinion as to the importance of that store as a business getter can be formed.

In fact, a store should display tone—not the aggressive tone of the man who carries style to such an extent that he awes and frightens people away with the idea that the store must have very high prices—but a dignified tone that impresses a customer and makes it a pleasure to transact business amid such surroundings.

There is no doubt that this making an impression is very important, and especially now that the womenfolk are using the hardware store more and more. The stock of a store may be of the best, the prices right, the location excellent, in fact all factors, but that of the appearance of the store, may be highly satisfactory for a successful business, but if this one point has been disregarded, if no attention has been paid to "making an impression" on the customer, then all the other factors are offset to a considerable extent. The store labors under a great disadvantage.

**HAVE A MARKET DAY.**

Lindsay, Bowmanville and other Canadian towns having successfully experimented with an annual street fair held a week or two before Christmas, it may be interesting to hear something about a similar enterprise in a small town in Minnesota.

Rush City is a town of a couple of thousand people located in a farming district. About a year ago some one suggested making a monthly market day specially attractive by having attractions to draw the farmers to town that day. The idea was taken up and the announcement was made that each store would have some special bargain on that day. The first Wednesday was chosen and each merchant got out of his rut and named some special attraction at his store. Both collectively and individually the merchants boomed the idea and the town benefited, by the advertising.

Market day is now an established feature in Rush City. The merchants have their special sales, a free auctioneer is available at the market square, an address

on good roads or some similar subject is given in the town hall in the afternoon, and an entertainment is held in the evening. The sheds for the horses are kept in good shape and everyone, from the town clerk down to the hotel porter aims to make the day a success.

The results have been that the town is well advertised, competitors are brought closer together in harmony, the town is improved in appearance, stores are slicked up and kept up-to-date with seasonable goods, old goods are worked off by special sales on these days, cash business is increased, clerks are encouraged and the whole business is improved.

Market days cannot be established and worked up without some effort, but if they are once gotten under way they do not require much labor. If a town is in a rut and nothing is being done to prevent the farmers from doing their trading with the catalogue houses it would be a good plan to get a few of the most progressive merchants together and suggest the "market day" idea.

**ORGANIZATION PAYS.**

A good story, illustrating the benefits of trade organization, comes from a northern Ontario town—in which the two hardware merchants are both members of the Retail Hardware Association. The merchants are good friends and frequently visit each others houses and have a chat over trade conditions across the supper table.

One of the merchants had sold a bill of goods amounting to about \$700 to a lumberman, who was good for the amount, but very slow pay, and after every influence had been used to induce him to pay up, the lumberman's name was passed on to the other hardwareman as a good man to steer clear of.

The lumberman in course of time wanted more goods, and, dodging the man he owed for his former order, he went to the other store. His order was taken and shipping directions taken, when the lumberman asked to have the account mailed to him and he would pay in thirty days.

"Come back to the office," the hardwareman requested, and when there he showed the lumberman a slip of paper, on which were written half a dozen names, including his own. "Those are people I must ask to pay spot cash," said the hardwareman, "as I understand they have unpaid bills in other stores."

The lumberman paid cash—and he also paid the \$700 before he left town, as he didn't relish seeing his name among a list of dead-beats.

Organization has many benefits, but none greater than that of bringing rival merchants together and making them realize that it pays better to be big-hearted friends than small-minded enemies.

**POSTMASTERS HANDING OUT CATALOGUES.**

Eaton's latest scheme for pushing his mail order trade is to induce postmasters in some of the smaller offices to hang up placards informing visitors to the office that "any who have not been favored with a copy of Eaton's catalogue can secure one by applying at the wicket." The Vancouver World is authority that some of these placards have been exhibited in some of the postoffices in the interior of that province. And the World comments: "Emphatically it is high time that the practice should be stopped."

Such action on the part of a postmaster is highly irregular and merchants in places where the placards are exhibited should lose no time in showing the postmaster where he gets off at by becoming an agent for a catalogue house. The matter should also be reported to Hardware

and Metal and other trade papers so that other merchants can be warned to look out for other postmasters who may be receiving a salary from the mail order house as well as the government.



BUSINESS SITUATION IN WESTERN CANADA.

Perhaps never before in the history of western Canada has the general outlook for business been so favorable as at the present time. This statement is vouched for, not by the boomer who invariably talks optimistically, but by the soberest and sanest and best informed business men of the west and it is capable of overwhelming proof.

The recovery from the depression of 1907-8 has been complete; the large returns from the 1909 crop were more than sufficient to transfer the balance to the right side of the profit and loss account. There has been a complete absence of the speculative fever which was such a menace to business some four or five years ago, and consequently the business of the west is now on an absolutely secure and stable basis. In the meantime while the speculative fever has passed away the tide of immigration has not stopped. On the contrary it has been greatly improved in quality, a larger proportion than ever of the newcomers being settlers from the United States and Great Britain—the most desirable class. Neither has railroad construction been retarded. All three railways have been pushing their construction work forward as fast as practically unlimited capital will allow, and the areas of new country thrown open for settlement are rapidly being taken up by the new settlers. All of this spells prosperity and progress.

So much for the general condition of the west. What of the retail hardwareman? He is getting a share of the new business created by this development, but his share should be larger and that it is not is very largely his own fault. The retailer is not getting his share of the builders' supply trade in many sections of the country for the simple reason that he is not making an intelligent effort to protect his own interests. Too much of this profitable trade is lost through the small builder and contractor buying his supplies direct. The retail hardwareman can prevent this in two ways. He must demonstrate to the wholesale trade that he is able to handle this class of trade energetically and systematically so as to make out of it all that there is to be made; and through a strong Retail Hardware Association he must also convince the wholesalers that if they want to do business with the hardware retailers, they must respect the rights of the retailers in every section of the west. It is the old story of the need of proper organization.

That need will be greater during the present year than it has ever been before, and because of the immense volume of business to be done a strong retail hardware association could do more for the western hardware men during 1910 than could ever have been done before. In Winnipeg alone there is every reason to believe that the building permits for the present year will total at least \$15,000,000, and the same story of development can be told of all the west. Yet in the face of these conditions the retail hardwaremen are without effective organization as a body and conditions in the builders' supply and heating supply trade are very far from satisfactory.

This is the only cloud in the sky so far as the hardware man of the west is concerned. He will make money this year, more than in any previous year, but not so much as he would very easily make were he alive to the protection of his own interests.

PROMPTNESS IN DELIVERING GOODS.

A prominent merchant recently said that the success of his business was largely due to the prompt delivery of goods. It had been the rigid rule of his establishment since its inception many years back to dispatch every order the same day as received, and that a customer, in sending for certain goods, must never be kept waiting, even if the time was six o'clock in the morning.

How many stores are conducted on the same rigid lines? It is true that conditions regarding traffic communications have altered, and that delay at the present time would not mean such an inconvenience to the customer as in earlier days, but all the same prompt shipping is just as essential if the good will of the buyer is to be retained. No man likes waiting for his goods. Even if he is not in absolute need of them, he is in a hurry to have them in his possession.

Besides he does not like to be dissatisfied. It may be that the clerk said that he should have them at a certain time, and they did not arrive or possibly he sent a team to fetch them, and the man after waiting a couple of hours was told to come back later on in the day. He naturally loses confidence in the store when such things happen, and that is fatal. The merchant's word should be as good as his bond. And if he, or his clerk, says that the goods shall be ready or shipped at a certain time, then there should be no mistake about it, they should go.

In these days a merchant cannot afford to neglect any of those business principles that help to build up the reputation of the store. Competition becomes harder and staples more cut. Only by gaining the confidence of his community, and by acquiring a reputation for strict business methods, can he hope to go ahead. By these means alone can he cement his friendship with his customers, and it is friendships that count in business. A competitor may cut prices, but if the merchant's word can be depended upon, cut prices are more than met.



READERS EXPRESS THEIR APPRECIATION.

"I find your paper invaluable and cannot speak too highly of it. In fact it would be pretty hard to keep shop open without it."—J. T. LOCKE, Corunna, Ont.

"Having sold my hardware business I shall not require your paper. During my subscription period I have enjoyed the reading of Hardware and Metal very much and always looked forward to its arrival. I regret that its newsy and educative columns will no longer be of any use to me in a business way."—JAMES ROLSTON, Dunnville, Ont.

"You will find enclosed a money order for \$2 for which send me Hardware and Metal. A person might as well be in the back woods as be without your paper."—D. F. PORTER, Boisvevain, Man.

"It is a pleasure to read Hardware and Metal. You are continually improving the paper."—J. B. KERNAGHAN, Prince Albert.

"We take this opportunity of expressing our great appreciation of Hardware and Metal. We are especially pleased at the way in which our clerks look forward to Hardware and Metal every week and believe that the manner in which they make use of your advice regarding advertising and selling schemes is very beneficial to our business."—McCALLUM & CO., Cranbrook, B.C.

"We subscribed to Hardware and Metal for the sake of the market quotations of spirits turpentine. We were at the time making small shipments of spirits to various concerns in Western Ontario, selling at the Canadian price on day of delivery and we needed some reliable check on the price. Far from having any adverse criticism to make we have only the most favorable opinion of your paper. We stopped our subscription because we ceased shipping and were not specially interested in hardware. If we renew our shipments of turpentine, depend upon it, we will renew our subscription at the same time."—McLEAN & Co., Conant, Lake County, Florida.

Trade Conditions in the Mother Country

Prices are Advancing all Round—Record Business is Predicted—No Excitement in Great Britain Over the Abolition of the Surtax on German Goods Coming Into Canada—Big Export Business.

By Hardware and Metal's Staff Correspondent.

Sheffield, March 15.—Virtually everyone is convinced that the trade of 1910 will give all-round satisfaction; some big firms go so far as to say that in some branches, a record output will be reached. Night shifts have been instituted, and very few skilled workers are out of employment. A further help is the clearing away of the general election trade disturbance.

One result of the wide-spread belief that trade will improve, is the increased cost of raw material and semi-finished products. For example, pig iron has advanced 1s. in forge and foundry sorts, and basic as much as 2s. 6d. Many say that this advance has been overdone; it has been overlooked by makers that big contracts were entered into towards the end of last year, and stocks have accumulated to an extraordinary extent. To mention one firm only, Henry Bessemer & Co., of Sheffield, their stocks of pig iron at the end of December totalled £11,238, compared with £2,739 at the end of the previous year. Had the firm not taken delivery, it is probable that the contracts would have been cancelled. A good deal of the iron is now being absorbed, owing to the more active state of the works.

Bar and hoop iron has advanced 5s. per ton, and some consumers are strongly indisposed to pay the higher rate. Steel billets are also 5s. up. This is partly due to the fact that the Germans have stopped "dumping" for the present, owing to the more active state of their works. The German billets to be bought are now about the same price as the English, and as they are inferior, there is no temptation to buy them.

An official list of failures shows that during the four weeks ended February 26, there were 738 commercial failures in Great Britain and Ireland, compared with 868 in the corresponding period of 1909, and 850 in the corresponding period of 1908. In the hardware and metal trades, there was 15 failures, compared with 25 a year ago in the corresponding period, and 36 two years ago. In the iron and steel trades, the number was 24 this year and 1909, while in the corresponding period of 1908, the total was 14.

The Altered Tariff.

I do not find any feeling of perturbation because of the removal by Canada of the surtax on German imports.

It is fully recognized that there still remains a preference in favor of British goods, although the advantage over German trade competitors is very much lessened. Canada's trade is big enough and is developing to such an extent, that there is plenty of room, both for German and British, and a little healthy competition will be a good thing for the British exporter in putting him more on his mettle than he has been.

It will be remembered that the British Government refused to accede to the wishes of the Cutlers' Company of Hallamshire, the Sheffield Chamber of Commerce, the Federated Trades Council and the Sheffield Cutlery Council, and bring forward legislation requiring all goods capable of being marked, coming into Great Britain from abroad, to be marked with the words "Not British," so as to prevent goods coming in unmarked, and avoid giving a gratuitous advertisement to foreign manufacturers.

A bill has been recently introduced for the amendment of the Merchandise Marks Act, 1887, on the lines of the bill which was introduced by the late Sir Howard Vincent, asking that goods should be marked with the words "Not British," in the manner desired by Sheffield manufacturers. The Sheffield Chamber of Commerce points out that if the Government require any precedent for adopting legislation of this kind, it is found in sections 7 and 8 of the New Customs Tariff of the United States, which came into force on August 5, 1909, whereby the importation into the United States of unmarked articles, which are capable of being marked, is prohibited and penalties provided for non-compliance.

Improving Export Trade.

The most striking feature of British trade improvement is the extraordinary increase in export business. The value of exports in January was £42,950,279, an increase of £7,459,682 compared with January, 1909, and of £1,943,303 compared with January, 1908.

Of course, the increased trade with Canada again stands out. The value of the exports of hardware to the Dominion was £5,261 in January, more than double the total of £2,358 in January, 1909, and also a considerable advance upon the January, 1908, total of £3,692.

Cutlery exports were also over a hun-

dred per cent. improved. The value was £7,936, compared with £3,909 in January, 1909, and £4,418 in January, 1908.

Exports of pig lead and manufactures of pig lead were of the value of £4,786, almost three times as great as the January, 1909, total of £1,702, but a little behind the January, 1908, total of £4,873.

Unwrought tin shows a falling off. In January this year, it was £10,295, whereas it was £15,888 in January, 1909, but only £4,899 in January, 1908.

Steel bars, angles, rods and shapes or sections, reached a total of 2,358 tons, compared with 1,683 tons in January, 1909, and only 377 tons in January, 1908. The total is thus six times as big now as it was two years ago.

Canada took a much smaller quantity of tinned plates and sheets. The January total was 1,652 tons, not half the quantity taken in January, 1909, when the weight was 3,891 tons. It is, however, a little bigger than the January, 1908, total of 1,487 tons.

A very largely increased trade was done in galvanized sheets. The total sent to Canada in January this year was 1,507 tons, nearly six times the total of 266 tons sent in January, 1909, and five times the total of 322 tons recorded for January, 1908.

Ship, bridge, boiler and other plates and sheets not under $\frac{1}{8}$ -inch thick totalled 1,199 tons, compared with 412 tons in January, 1909, and 232 tons in January, 1905. Similar plates, under $\frac{1}{8}$ -inch thick, totalled 750 tons, compared with 595 tons in January, 1909, and 242 tons in January, 1908.

Quite the biggest increase was in railway rails, and conductor rails for electric traction. The total sent to Canada in January was no less than 1,260 tons, a tonnage 34 times as big as that sent in the corresponding month of 1909, when the total was only 37 tons. The January, 1908, total was only 75 tons.

The wire total was 133 tons, compared with 141 tons in January, 1909, and 111 tons in January, 1908. Manufacturers of wire totalled 206 tons, compared with 189 tons in January, 1909, and 183 tons in January, 1908.

Canada took 5,331 tons of pig iron, a very big increase from the January, 1909, total of 952 tons, and the January, 1908, total of 870 tons. R. A.

Don't work all the time. Remember, even machinery needs rest.

Men, like tools, are useless when they lose their temper.

A clerk's spare time should be spent in arranging and cleaning the stock.

A good clerk can very nearly earn his salary by selling goods the customer does not call for.



STORE CONSTRUCTION AND ARRANGEMENT



Before Building a Business Lay Out the Plans

The Would-be Merchant Must First of all be sure of His Trade Experience, and His Confidence in His Own Ability to Run Things—Then Comes the Great Question of Capital — The Hardware Store Wants More Capital Than Many Other Businesses—The Question of Location Should Receive Very Careful Consideration

By F. J. Arrowsmith.

There are four essential points to be considered in starting a store—trade experience, self-confidence, capital, and location. They are the great foundation stones of success. Upon them must be laid other stones to make the building, but these four bear the great stress and strain. The aspiring clerk, in his eagerness to become his own master—and what man is worth his salt, who has not that ambition—often fails to give one or the other its full proportionate burden, with the result that a promising effort is wasted. To secure success, good building must follow good architecture.

In fact the would-be merchant should go through a process of self-analysis. He should ask himself the two questions. "Have I had enough experience to warrant my starting a business, and have I so much confidence in myself that I shall be able to tackle all the knotty points that will arise with full presence of mind?" It is impossible to give any advice on these points. A man must judge for himself. If he is not quite certain on either one he had better wait until he is.

The successful merchant must possess the faculty of sifting and discriminating, so that he buys exactly what suits his markets; he must have an intelligent perception of the extent of his district's requirements, he must have certain powers of salesmanship, and a knowledge of accountancy. He must fully understand the perplexing combinations of discounts at which so many goods are sold, especially United States ones, the difficulties of making estimates in builders' hard-

ware, and above all he must possess the knowledge to figure the proper cost of doing business, which is so essential to success.

Has his experience given him all this? He must know the best markets to buy in and the principles underlying profitable buying. He must be master of himself, so that he can be master of others, he must have a strong control of his temper, and be of unflagging industry. Does the aspiring clerk feel in his heart that he possesses all these qualifications. If so, he is thus far well equipped.

It has been truly said that success comes in cans, and failure in cants. The would-be merchant in his self analysis should consider whether he has tried his ability to produce certain results. In other words whether he has such confidence in himself, that no matter what difficulty may crop up control will not be lost of the situation—that there will be no cants, but all cans.

The Question of Capital.

Then capital is to be considered. Capital, the bugbear of many a promising man, the direct means of wrecking many a promising venture at the very turn of success. How often has one heard the remark, "If only I could have held out for a few more months, I should have been all right," or this one, "If I could have taken my discounts, I could have carried a better stock," and so on. The merchant in considering the capital he will need must not be led away by any comparison with the capital necessary in other businesses. The hardware store,

owing to its many and varied lines, probably required more capital for the amount of sales than any other business. Some concerns turn over their stock more than double the number of times that a hardware store can, and therefore, so much more capital is needed. In hardware, especially when considering sizes, one cannot make up for any deficiency with something else, as is possible in other stores. For instance, if a grocer is out of pound packets of tea he can give his customers half-pound ones, but if a hardwareman is out of one inch screws half-inch ones will not do.

Many a great business has been started on small capital, it is true, but more businesses have failed through lack of capital, and nowadays, owing to competition and the advance in overhead expenses, greater capital is required than was the case years ago. The development of the industry has necessitated a drastic change in store character. The hardwareman carries more lines than he did, and he is expected to have a nicely finished store with glass cases, elaborate fittings, and all the other modern appurtenances. In the old days this was not necessary. All this means capital.

The man who throws in his chances with a new town and grows up with it needs less capital than one who starts in a populated centre, already possessing a hardware store or two. Nothing venture nothing gain, is perfectly true, but first of all see that the venture has some prospects of being successful.

Even in the question of taking cash discounts, the advantage of capital is obvious. The money saved by discounts is a tremendous help. The cash discount has been likened to a double-edged sword cutting down the amount that one has to pay out, and building up the buying power—two active agents pushing one on to a larger volume of business, strengthening one's purchasing power, and establishing one's reputation for paying cash. One then has

much more to say about how much one will pay for one's goods.

"It's all very well talking about capital," says the would-be hardwareman, "but how am I to influence it." Well, it is not easy unless one is very lucky, but every clerk has it in his power to get very close to those who can give the necessary help if they desire, and that is by establishing a reputation for integrity and for business ability. A man in his clerkship days can do a lot to inspire the confidence of others. In business and in private life seeds can be sown that may produce a good harvest, and therefore every clerk should endeavor to stand as high in the respect of his district as he possibly can. It is astonishing in what simple ways capital can be interested. One hardwareman tells how he got his chance in life simply through his politeness as a clerk. He always made it a principle to be as courteous, and as painstaking as he possibly could, and this so impressed one customer, although the clerk had at the time no ulterior object in view, that when the former accidentally heard that the latter was desirous of setting up for himself, he not only came forward with financial assistance, but influenced other help. The clerk who puts all he knows into his work, and acts towards his employer's customers, as he would towards his own, may be sowing seed that will bring him the best of harvests. It is well for every man to remember this.

Selecting the Location.

A great many business ventures are thrown away because of the want of forethought in the selection of the best location. For instance some men in setting up for themselves fail to realize that one side of a street is always better business side than another. For some reason or other it is more popular with shoppers generally. It is a custom that has grown up with the street, and therefore it is well to be on the right side if possible. It is unwise to pitch one's tent too close to a competitor, unless things can be done on just as good a scale. If not the new comer is overshadowed, and odious comparisons will be made. Consider well the district. Is there the need of a hardware store. Is there, apparently, a good consumptive field. The clerk should look at the location in the light of a customer, and ask himself, "Should I, if I lived in this district buy from a store situated on the side that I have under consideration, or should I go elsewhere. Is it in the right place to command a good class of

trade, and is it a district that is growing." Do not be in a hurry. The right location is a great step towards success, and therefore should receive the utmost

consideration. It is better to wait awhile, so as to get the right location than to hurry matters, and make a false move right at the start.

The Store Front, the Window and Interior Fixtures

Modern Ideas in Constructing the Store and Commendable Features in its Lay-out—Descriptions of Some Recently Constructed Canadian Stores.

By Weston Wrigley.

Having decided to go into business and selected the proper location, the next question is the store. If a suitable building is available, one having an attractive front, plenty of width, well lighted, etc., and in which the goods can be brought in from a lane at the back and allow customers an unimpeded passage in and out of the front door, the building should be bought or rented. If such a building is not available, and the new merchant's capital (and the needs of the district) warrant it, plans will have to be drawn out for a new building.

Before drafting any plans, however, it will pay to spend a week or two visiting the hardware stores which, on inquiry, are recommended as containing features worthy of adoption by other merchants. This is what G. A. Binns, Newmarket, Ont., did last summer, when he found it necessary to vacate a rented store and build a new one on comparatively short notice. But more about Mr. Binns' store later.

The size of the lot available and the section of the country are determining factors in deciding the size of the new store and the material it is built of, but the store should, if possible, be of brick, be at least 30 feet in width, and 80 to 100 feet in depth, with full-sized cellar for heavy goods, etc., and a second floor for a workshop, warehouse and stove salesroom. The store front, the windows, the fixtures, the arrangement of the fixtures and stock, and the placing of the office, cash registers, etc., must each in turn receive the attention of the merchant-to-be.

The Store Front.

The store front is to the widows what the frame is to a picture. A magnificent painting may be utterly destroyed in its effect if the frame is poorly selected and just so a store may have its appearance marred by bad choice in the arrangement of the store front, or by the use of signs of the vintage of half a century ago. The world progresses, and as far as capital will permit, advantage should be taken of the modern systems of store-front construction, with the small metal pillars

and the beautiful and serviceable leaded and prismatic glass effects.

A handsome and impressive exterior will not alone draw custom, but, when conjoined with appropriate window trimming, the effect is lasting because it is both inviting and pleasing. The impression is retained in the mind, and memory is invariably drawn to that store when a particular line of business is mentioned.

The Show Window.

The floor of the window should be about 18 inches above the sidewalk in order that the goods displayed will be below the gaze of the passer-by. This low floor is also an advantage in making displays of large articles, such as stoves, ranges, washing machines, fireless cookers, bicycles, etc. The width of the store must determine the width of the windows, but the window should be at least six, if not eight feet in depth. Modern practice, too, is to enclose the window, both at the top and back. When enclosed at the top, prism glass is utilized to throw light back into the store, the space between the ceiling of the window and the ceiling of the store being left unobstructed.

Plate glass should, of course, be used in the window in order to avoid the sash bars, which obstructed the view in the old-time window. Before accepting the glass it should be carefully examined for flaws or scratches. Air vents, about one inch in size, should be placed in the sash above and below the glass. If these vents are placed on an angle and coarse and fine wire screen is used to cover them, dust will be avoided. The vents equalize the temperature of the air on both sides of the glass and minimizes the danger of the windows frosting in the winter. As an additional preventative against dust and frost, as well as from the standpoint of making the windows a distinct part of the store, with attention concentrated upon the goods being displayed, the windows should be partitioned off with sliding doors as near air-tight as possible. If soft wood is used in the window floor-



Fifty Foot Store Front on Emerson & Fisher's Six Story Building at St. John, N. B.

ing, ceiling, etc., it will be found of advantage in tacking up displays or in making holes for connections for wires or pipes required for mechanical displays.

White is the best color to paint the interior of the window, as it will not be in conflict with other colors required in trimming the window for special displays. If the firm name is cemented on the glass it should be high enough to avoid obstructing the view of goods on display.

An idea which is becoming popular in the large cities is to box in the upper part of the store entrance in front of the transom, and in this space display a gas range or some similar article.

Illuminating the Store.

The problem of lighting the store is not so easily solved, as a few years ago, when there was only the coal oil lamp, the gas jet or the incandescent electric light. Now there are a large variety of acetylene, gas and electric lights available.

Whatever the choice, the wise merchant will not attempt to economize in the matter of light, as the business place which is most brilliantly illuminated outside, in the window and in the interior, has a distinct advantage over the store which is poorly lighted. The latter are put "in the shade," and have the appearance of being closed alongside the

modernly-lighted store. The days of the window shutters, the drawn blinds and the dark windows during the evenings, etc., are gone never to return, and the brilliantly-lighted store is also here to stay.

The Store Fixtures.

Counter cases have given place to silent salesmen in the modern store, and open shelving to shelf boxing, the net result being a store in which the most refined women feel equally at home as in a jewellery or dry goods store. In these hustling times the hardwareman must keep his place of business clean and display his goods better than by having a sample shown outside a card-



New 35 Foot Front on Macnab Bros.' Store at Orillia, Ont.

board box. Not only pocket knives, tableware and carving sets, but scissors, shaving sets, silverware, nickel-plated goods, saws, tools, guns, etc., must be displayed behind glass inside the store if the volume of sales is to be kept up and the store hold its own with others. One hardwareman who only recently installed silent salesmen in his store, said:

"Up to last June we had the old-fashioned counter cases when we replaced them with the latest plate glass silent salesman, fitted with electric lights, at a cost of about \$1,000. We sold what we could of our old cases at about 20 per cent. of the original cost, and have stored the rest. We find that these cases are suitable for the display of cutlery, silver-plated ware, pocket knives, locks and builders' hardware, and in fact most everything which we carry. We had a special case made for pocket knives, about 12 inches from the top we have a false bottom with five steps; each about one inch higher than the one in front. These steps are made with grooves for the knives and are covered



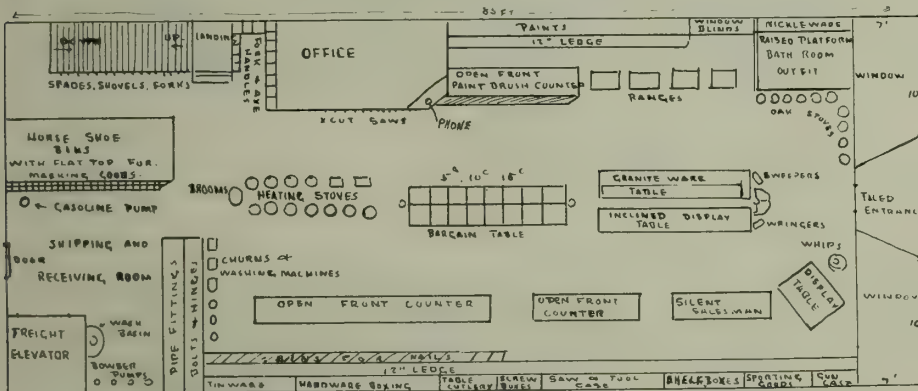
Thirty-Two Foot Front of G. A. Binns' New Store at Newmarket, Ont.

together, while the horseshoes and horseshoe nails should not be far apart. Likewise builders' hardware, tools, cutlery, kitchenware, paints and brushes, fittings, bathroom supplies, etc., should all be grouped together in departments so that

Placing the Fixtures.

In United States cities several hardware stores have been arranged with a double row of silent salesmen in the middle of the store and no counters whatever, on the sides except near the rear where a nail and a parcels counter may be located. The clerks serve customers from behind the silent salesmen or direct from the tool cases and shelf boxes on the wall, there being a wide ledge projecting from the shelving to serve the purposes of a counter. So far this type of store has not won favor in Canada, however, the general fancy still running to the conventional row of silent salesmen and counters in front of the shelving along one side of the store, and a row of stoves and ranges on the opposite side.

Bargain counters are becoming more popular every year, as are also the modern oil pumping systems which allow the stock to be kept downstairs or outdoors while delivery can be made with-



Arrangement of G. A. Binns' New Store at Newmarket.

with green felt. Under this false bottom is a space of about 20 inches, where we can display a fine line of carving sets."

Arranging the Goods.

With modern self boxes it is not only possible to display the goods better than with open shelving, but it is also possible to group the various classes of goods together to greater advantage. With samples of each line of goods displayed on boxes, both merchant and clerk does not need to dread waiting upon a builder, as it is not necessary nowadays to turn the stock upside-down and inside-out to supply his varied wants. Stocktaking is also made easier and over-buying is not so easy, while the goods are kept better and do not depreciate so much in value as when the shelving was open and dust, etc., had free play.

In arranging the stock care should be taken to group the various classes of goods together. The guns and the ammunition, for instance, should be close

together, while the horseshoes and horseshoe nails should not be far apart. Likewise builders' hardware, tools, cutlery, kitchenware, paints and brushes, fittings, bathroom supplies, etc., should all be grouped together in departments so that



Hardware Shelving and Open Front Counter in G. A. Binns' Store

HARDWARE AND METAL



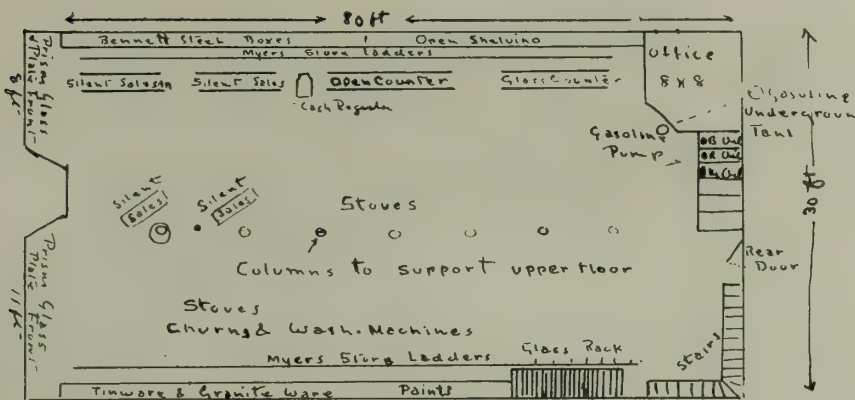
Sporting Goods Department in Macnab Bros.' Store at Orillia.

out waste or splashing inside the store. modern hardware store and advantage is being taken of various styles of racks for storing and displaying (?) lanterns, Elevators, like cash registers, are also becoming necessary features in the for storing farm tools, etc. Up to recently the practice was to use the ceiling for storing and displaying (?) lanterns, pails, etc., but nowadays the hardware



Shelf Boxes, Tool Cabinets, Silent Salesmen and Open Front Counter in Macnab Bros' Store, Orillia.

HARDWARE AND METAL



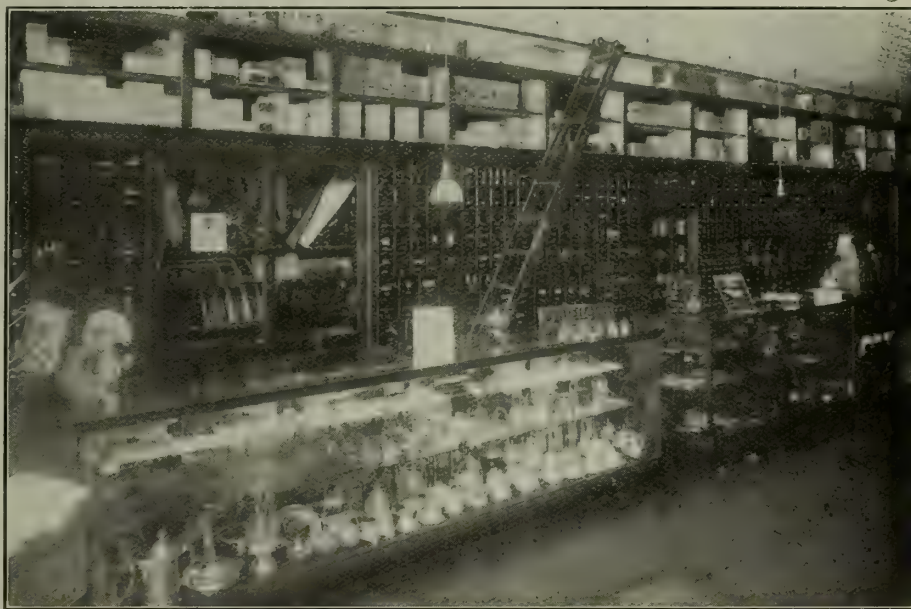
Layout of H. Lendon's New Store at Leamington, Ont.

store ceiling is covered with an artistic design of metal ceiling and entirely free of goods, except, possibly, a suspended rack for displaying horsewhips.

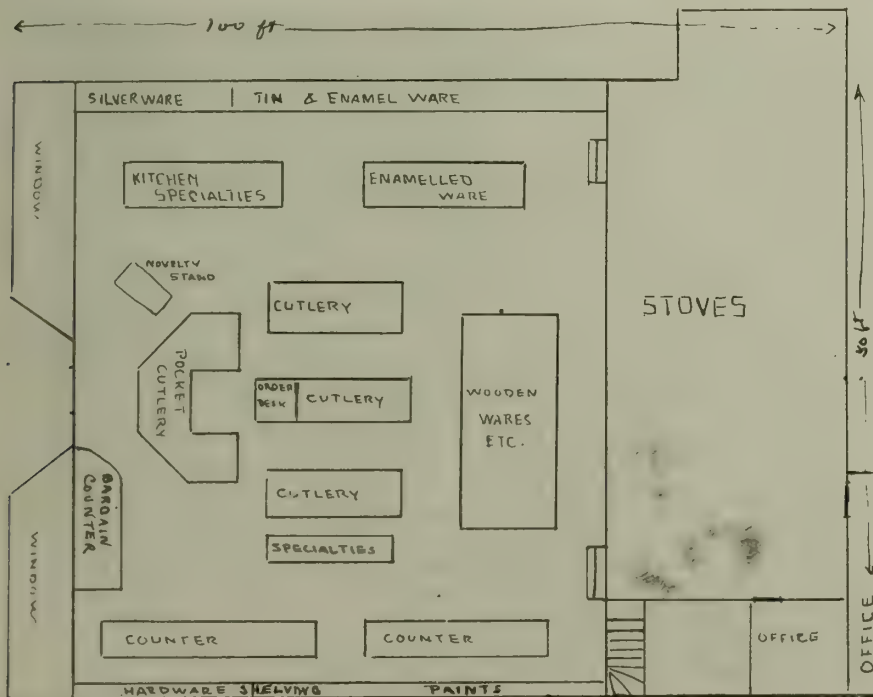
G. A. Binns' New Store.

As an example of a store such as would meet the requirements of the average hardwareman in the smaller towns throughout Canada, G. A. Binns' store at Newmarket, Ont., might be described. Newmarket is an industrial town of 3,500 population about thirty miles north of Toronto, with both steam and electric railway connection. There are three hardware stores in the town.

Mr. Binns secured a lot on the main street, close to the electric railway depot, the lot having a frontage of 32 feet and a depth of 85 feet, being several feet narrower at the back than at the front. He built a two-storey building the full size of the lot, it having a brick front, while the sides and rear were of solid concrete, covered with resawed



Silent Salesmen and Hardware Shelving in H. Lendon's New Store, Leamington.



Ground Floor Plan of Emerson & Fisher's Store at St. John, N. B.

lumber on the inside, then papered and covered with metal. No architect was employed, pencil sketches being given to the builder as the work progressed. The store was built complete and occupied inside of three months, the cost being about \$4,500. A hot water heating system will be installed this summer.

Two ten-foot windows allow plenty of room for window displays while the ten foot entrance is wide enough to display such articles as boys' express wagons, sleds, etc., without blocking the passage. The floor of the entrance is laid in small octagon tile with "G. A. Binns, Hardware," worked in and Mr. Binns con-

siders this a good investment as it catches the eye of the passer by much quicker than an overhead sign. Thirty feet of prism glass across the front and more in the windows in the rear make the store very light. The ceiling is twelve feet high, covered with metal and painted ivory with green tinting.

The shelving is built nine feet high with gun, tool and cutlery cases built flush with the Bennett boxing. The face of shelving is painted a flat white, while the ash faced boxes with bevel fronts are stained a bog green. This effect is very pleasing to the eye and shows off the samples to good effect.

Counters are finished to match the shelving, these counters being one of the most interesting features of the store. The one next the silent salesman (on which Mr. Binns will be seen leaning in the illustration) is eight feet long, 33 inches in height and 27 inches deep. It is divided in the centre with both front and back open. This arrangement allows of full advantage being taken of the space under the counter. Behind



Bennett Boxes and Open Shelving in Marks, Clavet, Dobie & Co.'s Store at Port Arthur.

there is plenty of depth for all ordinary purposes and not enough to make it a dumping ground. In the front there is valuable space for displaying small lines of seasonable goods. The base is closed in, of course. Then a row of boxes of gloves and above this two rows of shelves on which are paint specialties and other small package goods. A similar counter twenty feet long, is set further to the rear, coal scuttles, etc., being displayed in the space at the front.

Several display racks and tables are used in the store, the most important one being a double decked bargain table

resting on trestles and divided into compartments for household articles selling for 5, 8, 10, 15 and 25 cents.

To the right on entering is the house furnishing department with a model bathroom, a display rack for enamelware, a display board for bathroom fittings and another for window blinds, an open front paint and brush counter with paint shelving behind.

Behind this is a well equipped office, the chief feature of which is a catalogue cabinet made by the Office Specialty Co., (whose factory is in Newmarket) and which Mr. Binns says is worth hundreds

of dollars to him in the course of the year by enabling him to keep his catalogues properly assorted and indexed and available for reference on a moment's notice. The cabinet contains two six-inch, two eight-inch and two fourteen-inch compartments in addition to the card index section.

At the back of the store are racks for axe handles, farm tools, bolts and hinges, pipe fittings, with horse shoe bins under a table for marking and shipping or receiving goods before they go up or downstairs for storage. Four Bowser oil pumps are located next the elevator,



Stoves, Housefurnishings, Silverware and Sporting Goods Departments in Marks, Clavet, Dobie & Co.'s Store

while a gasoline pump is just inside the back wall, the tank being outside. Heavy goods are stored in the basement and lighter stock upstairs, where there is also a fully equipped tinshop. A stove salesroom is being fitted up at the front upstairs. A side line carried by Mr. Binns, and a stock which he turns over several times each year, is trunks and suit cases. Staple harness lines are also carried, full sets of harness, etc., being sold from the catalogues of Toronto and Peterboro manufacturers.

The iron pillars in the centre of the store are utilized to display goods by having iron bands with six heavy hooks being clamped around the pillars, while for an adjustable shelf bands with straight brackets to rest wooden shelves on are used.

The store is lighted by a gasoline pressure system, costing only about half as much as electricity and being much brighter.

To avoid well holes around cellar windows, Mr. Binns had them set flush with the ground, with headers on the joist and offset the opening slanting in to the shelving and consequently not showing in the store, thus giving good light to cellar without the objectional catch-all of a well hole.

Macnab's Store at Orillia.

Another Northern Ontario store having some commendable features is that of Macnab Bros. at Orillia, from whom Mr. Binns got the idea of the open front counter. The front of Macnab's store and two interior views are shown, one of the latter showing the sporting goods section with its gun case, fishing rods and tackle, baseball, football, tennis and lacrosse supplies, while the second shows two additional silent salesmen, another open counter. Sections of the metal ceiling, hardware shelving, tool cases, shaving supplies and cutlery display are also shown, the two views indicating that the store will stand comparison with any retail store in any town in Canada.

Macnab Bros.' business was established by the late Wesley Bingham in 1862 who carried on the same until 1873, when the late W. G. Bingham was admitted and a partnership formed and carried on under the style name of W. & W. G. Bingham until 1878, when Wesley Bingham retired to become postmaster. The business was then carried on by W. G. Bingham until 1894, when he sold to Macnab Bros., who have continued up to the present having also in 1899 acquired the stock of the late Melville Millar, the two stocks being combined. In November, 1908, Macnab Bros. moved into their present premises, after remodelling them from a hotel building.

tiles, ranges, furnaces, scales, pumps,

The firm is composed of C. L. & D. A. Macnab, both of whom were born in Orillia, the former in 1866 and the latter in 1869. C. L. started to work for Bertram & Millar in 1880, while D. A. commenced with W. G. Bingham in 1884, and continued with him until the present firm purchased the business in 1894, thereby being in the same store for the past 24 years.

New Store at Leamington.

H. Lendon, Leamington, erected last fall the new store shown in the accompanying illustrations, the store being 30x80 feet with full size basement and second floor, the latter being used for a plumbing and tinshop with additional space for storage. The ground floor is laid out with an eight foot window on the hardware side and eleven foot window on the stove and housefurnishings side.

On entering a customer finds himself between silent salesmen located in front of the hardware shelving and in the centre of the store. Along the wall is a fine battery of shelf boxes broken in two places with tool cabinets, while above the boxes are three open shelves for surplus stock, a store ladder running on track in front of the shelves. The ceiling is covered with art metal and the floors are oiled to keep down the dust.

The business was established in 1901 by Lendon Bros. and taken over by H. Lendon in 1908. A \$10,000 stock is carried and the turnover last year was \$34,000.

Modern Arrangement at St. John.

While the interior of Emerson & Fisher's new store at St. John, N.B., has been pictured in Hardware and Metal the arrangement of the interior has not been illustrated. The accompanying sketch shows a building 50x100 feet with about ten feet off one side and a large elevated section at the back of the store for offices and stove display. This leaves a large roomy store about 40x60 feet. In the centre there are two rows of silent salesmen with displays of pocket and table cutlery, with a desk and storage counter inside the "circle." Behind this is a fixture on which is a display of woodenware, etc.

To the right on entering is a bargain counter backing on the window, while along the wall is a modern arrangement of hardware shelving, silent salesmen, counters, etc. On the opposite wall is the housefurnishings department with displays of silverware, kitchen specialties, enamelware, etc.

The building is six stories in height and the store front, as shown on a preceding page, is one of the finest in Canada. The upper stories are used for showrooms for mantels, grates and

churns, etc. The rest of the space is used for a tinshop and for storage purposes, while heavy goods are stored in the basement.

Large Store at Port Arthur.

Another store, which while hardly new, contains some interesting features, is that of the Marks-Clavet-Dobie Co., Port Arthur. It is a large store having both grocery and hardware departments, but the large space devoted to hardware will be seen by studying the two illustrations taken from the entrance to the hardware department. To the left is the long wall of hardware shelving, the lower half being fitted with steel boxes and tool cabinets, and the upper portion being left open for the storage of surplus stock in packages. This arrangement is hardly as fine appearing as if the boxing was carried to the ceiling, but with such a large wall space the lay out suits the store, especially as wall ladders are run on track along the shelving.

Opposite the hardware counters are the two silent salesmen shown in the second view, in which silverware and cutlery are shown. To the rear is the display of ranges and heating stoves, along with a cabinet of nicked and brass ware, along with a display of other kitchen utensils, and at the front is the sporting goods department with a guncase, etc.

The Marks-Clavet-Dobie Co. have developed a large trade with contractors and elevator companies by keeping a special representative in the field canvassing for orders, both in the "twin cities" and along the railways east and west for a couple of hundred miles. In mine and mill supplies, general heavy goods, paints, oils and explosives the demand is greatest. Railway, mining and lumbering camps are also followed up for business by means of a weekly circular letter.

A Typical Western Store.

The arrangement of J. O. Cadham's store at Portage la Prairie, Man., is deserving of comment. The store is long and narrow, counters are old style and the shelving is mostly open but there is one thing that makes the store out of the ordinary—the presence of the silent salesmen in the place where stoves or ranges are usually to be found. This gives the store an orderly appearance, and coupled with the clear floor space and the neat metal ceiling a good first impression is given to customers. There appears to be plenty of room in the centre of the store for the display of stoves, ranges and housefurnishings. Hanging and table lamps are featured prominently.

Hardware Pioneering.

An example of the pioneer experiences of hardware merchants who are estab-

lishing stores in the scores of new towns being opened along the lines of the railways under construction, is given in the illustration of the "Rose-town Special," a prairie wagon drawn by four oxen, the capacity of the wagon amounting to 14,000 pounds. The picture was taken last August near Rose-town, Sask., beside the tent, 28x42 feet, which was the temporary quarters of Dykes & Routlery, two gentlemen who were connected with the wholesale department of the J. H. Ashdown Co. business at Winnipeg for the past fifteen years, and who were bound for Kindersley, a divisional point on the Goose Lake, Saskatoon and Calgary branch of the Canadian Northern Railway. After a couple of years of pioneering the firm can reasonably hope to have a retail store worthy of being illustrated and described in Hardware and Metal.

DEPARTMENTALIZING THE STORE

Most hardwaremen recognize that unless they conduct their store by departments they cannot make it as great a success as if things are done in the usual hap-hazard manner. The average merchant, however, with one, or even with three or four clerks, finds it possible to keep a fairly close tab on the doings of the store and, having plenty to keep him busy, hesitates to add more work by dividing the stock into departments and putting responsibility for the success of that section of the business into the hands of the one best suited for the work. A store having half a dozen clerks, however, ought to be departmentized, as the proprietor cannot hope to keep track of a large staff, the majority of whom carry no responsibility on their shoulders.

It is customary to educate each young clerk to know the entire stock, so that he can wait upon a customer in any part of the store. Naturally all clerks prefer to sell cutlery and unless one is made responsible for the sale of nails, of roofing, of paints, or of enameled ware, the work will not be done thoroughly and the staff will not become as capable as they would if each had a particular work to do. The stock, too, will be kept in better condition if each has a distinct section to look after.

If a merchant, after taking stock, finds that he has not made the profit he expected, he should endeavor to discover the reason for his shortage. But how would he go about it if he did not know what each branch of his store was doing? He may figure that because he knows how much a certain class of goods costs and what margin of profit he charges that he knows how much

money he is making on that line. But unless he knows how the line is selling and how frequently the stock in that section is being turned over he may be away off in his idea regarding the profits the line is making.

One of the great benefits resulting from establishment of departments is be-

ness should be apportioned amongst the various departments. There are general expenses that are for the benefit of the whole store, such as rent, light, heat, clerk hire, etc. The expenses chargeable to the various departments are salesmen's salaries, when such salesmen sell only from one or two depart-



Interior of J. O. Cadham's Hardware Store at Portage la Prairie, Man.

ing able to make comparisons from month to month or from week to week. The merchant is able to see where his business in some lines has gained or decreased.

A hardware store can be divided into some of the following departments:

ments; advertising, fixtures, repairs, etc. Rent, whether the proprietor owns or rents the building, should be divided according to the amount and desirability of the space occupied. Some expenses have to be apportioned according to the amount of space occupied,



Temporary Quarters of a Hardware Store in Western Canada.

- Shelf and builders' hardware.
- Cutlery and silverware.
- Farming and garden tools.
- Carpenters' and mechanics' tools.
- Heavy goods and metals.
- Stoves and ranges.
- Furnaces and tinshop.
- Housefurnishing goods.
- Sporting goods and explosives.
- Paints, oils, glass and brushes.

After the store has been divided into departments the expense of doing busi-

ness others according to the amount of stock the department contains. Investment, sales, and character of business all have to be considered. Each department is charged with the direct and its share of the general expenses and all purchases and is credited with the sales.

At the end of the year, after the inventory is taken, the merchant can take one department at a time to ascertain the percentage of profit derived.

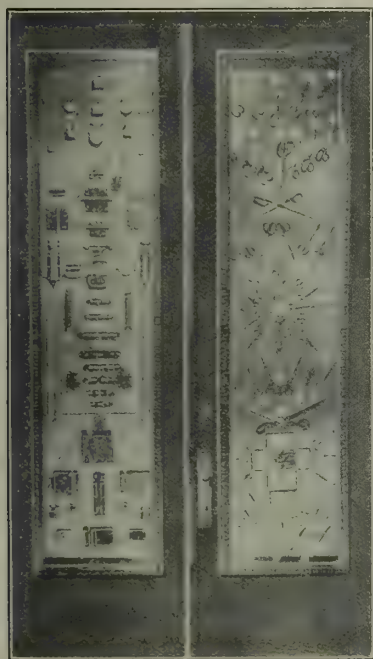
Novel Ideas in Fixtures for Hardware Stores

Descriptions of Special Methods of Displaying Goods Adopted by Progressive Hardwaremen—Some Supplied by Readers and Others Taken From Exchanges.

Doors Used For Displays.

The Spiro Hardware Co. recently adopted the novel plan of using the panel windows in their front doors for display purposes and they state the idea has proved a profitable one.

The accompanying illustration shows how they constructed two sample boards to fit the panels in the doors and on these fastened samples of builders' hardware, shears and scissors. A narrow shelf on the inside of each door supports the boards, and they are held



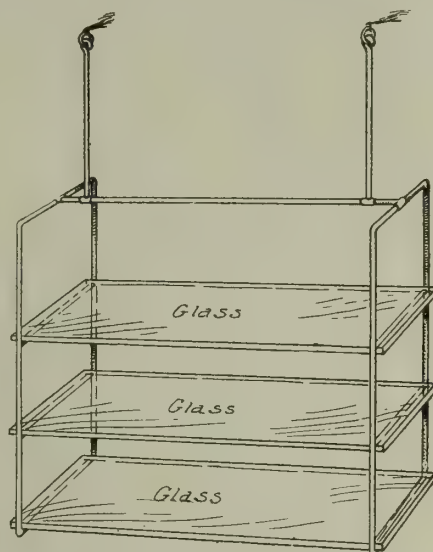
Using Doors for Displaying Goods.

in position against the glass by square shouldered screw hooks, four to each board. The goods are attached to the boards by means of small tin strips fastened with brass head tacks. Every article is priced in large plain figures, causing people to linger longer in the inspection of the display than they would if no prices were shown. When the doors are closed and the entire front of the store is lighted up at night the doors make an attractive and impressive display.

Hanging Rack for Windows.

In order to utilize as much space as possible in their show windows the Duncan & Goodell Co. made a rack of iron pipe on which three glass shelves were fastened. On these cutlery is displayed, shaving accessories, nickel-

plated ware and other articles. The rack is hung about the level of the eyes

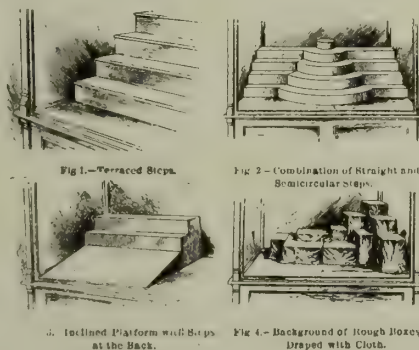


Hanging Display Rack for Window.

of the public standing outside the window and it also attracts attention to the displays on the window floor and on the smaller stands underneath.

Arranging the Window Floor.

Trouble is often experienced in arranging an effective display of goods on the floor of the window and the four plans illustrated are intended as suggestions for overcoming this. Fig. 1 shows the stepped display stand commonly used in a show window, while

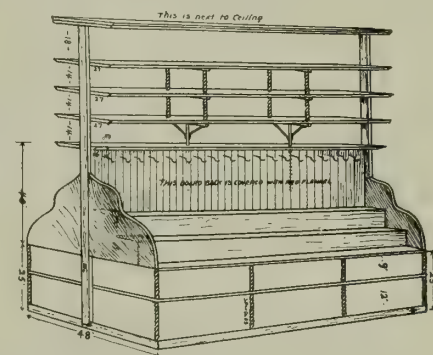


more elaborate forms can be devised, such as that with the semicircular centre shown in Fig. 2. When covered with some rich looking material these stands afford a most effective background for table and case cutlery, tools, fishing tackle, bicycle sundries, etc. The stands may be made with wide tread and little rise, or with narrower tread and with considerable rise. The for-

mer style is better adapted to cutlery and such articles while the latter is better suited to firearms, such as pistols, etc. An inclined platform running part way back in the window with two or three steps in the rear, as in Fig. 3, makes a first rate background for many classes of goods, but is particularly adapted for the display of fishing rods, reels, etc. An excellent background for a display can be made by the use of boxes of different sizes and heights draped with material of a suitable color, Fig. 4. Such a display would be a pleasing change from the usual conventional type, and would afford space for an attractive display of many classes of goods. Steps, stands, etc., may be made from boxes or rough lumber as the covering used for the background will hide any imperfections in view.

Construction of Bargain Tables.

A form of display shelving that has been found very convenient by a firm in Chicago, and was described in the Hardware Dealers' Magazine, is shown in the accompanying illustration. It is put in the centre of the store. Goods



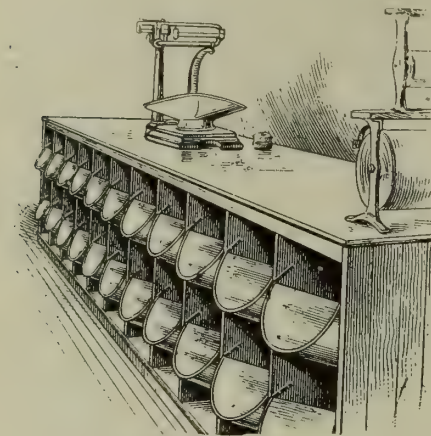
Display Shelving for Centre of Store.

are displayed to advantage on either side and all the room is available. Steps are used on one side only, although the stand can be readily arranged with steps on both sides. The length can also be adjusted to the space available. On the tall shelves were placed bread boxes five-gallon oil cans and nursery refrigerators. On the lower shelves were placed granite ware, etc., changes being made according to season. On the back of stand were suspended from long, square hooks basting spoons, all sizes, both tin and granite; soap shakers, strainers of all kinds and sizes, together with numerous articles in wire goods. This stand makes a splendid silent salesman if the goods are priced so that customers can rummage through the stand and pick out the articles they want without asking question about the price.

Galvanized Iron Nail Bins.

A homemade fixture which has been found particularly practical by a firm

down by the Atlantic coast is a nail bin counter in which the bins are of sheet metal instead of wood. The counter shown has two rows of bins on each side, the counter being divided by a partition through the centre for its

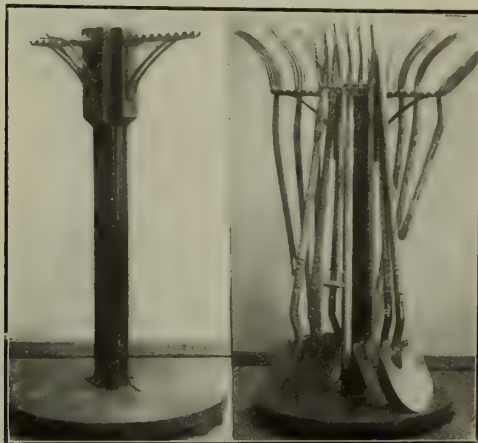


Nail Bins of Galvanized Iron.

full length. There are eleven bins in each row, making 22 on each side of the counter. Wooden uprights form the partitions between each bin and the bottom consists of No. 24 gauge galvanized iron, semi-circular in form. The outer edge of each bin, which projects 4 inches beyond the uprights, is wired with 5-16 inch iron rods. The extending ends are flattened and countersunk for screwing to the partitions. Each bin holds a keg of nails.

Garden Tool Rack.

W. F. Macpherson, Prescott, Ont., has constructed a tool rack of novel design which has proved very serviceable in his store. One photo shows the rack empty and another shows it with a display of tools. The details of construction are as follows:

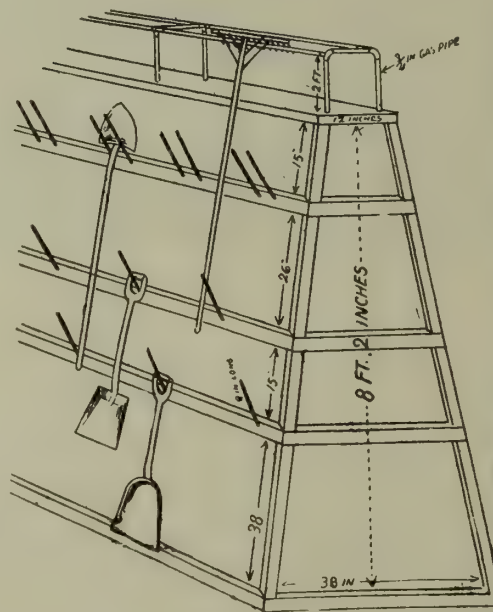


Rack for Garden Tools.

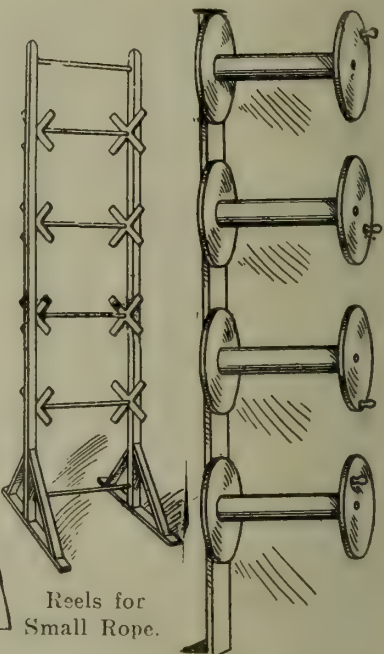
The base is circular in form, three feet in diameter and made of two thicknesses of one inch boards, the top layer

being of matched stuff, being supported by three Adams stove casters. Around the outer edge is a circle of 2½ inches band iron projecting half an inch above the base to keep the tools from slipping off. The upright is four inches square and four feet eight inches high, fastened to the base by a lag screw from underneath and 6x8 inch shelf brackets on each side of the upright on top of base. At the top of the upright pieces of 2x4 inch wood, 14 inches long, are attached and on these the brackets are fastened, leaving room for handles of tools standing on the base to fall in between the forks on the brackets.

The rack is painted to suit the surrounding fixtures. It has a capacity of five dozen articles, Mr. Macpherson using it chiefly for forks, spades and shovels. The economy of room occupied



Design for Tool Rack.



Reels for Small Wire.

by the rack is a great advantage, another strong point being its lightness and ability to be easily moved from one position to another. It costs little to build and it is an excellent "Silent Salesman" for garden and farm tools.

Handy Racks for Stock.

Another tool rack of a different type which has given satisfaction to the eastern merchant who put it together is also illustrated. The total height of the rack is a little over ten feet and the width at the base thirty-eight inches. It is pyramid form and the main frame is of wood. The sides are two-by-fours bolted, ½-inch round iron, nine inches long, are driven in the horizontal pieces. One peg holds D-handle shovels, two pegs hold long-handled shovels. Three-quarter-inch gas pipe forms the top of the rack, which is two

feet high. It holds lawn and garden rakes, hoes, etc. The rack can be made as long as space will permit.

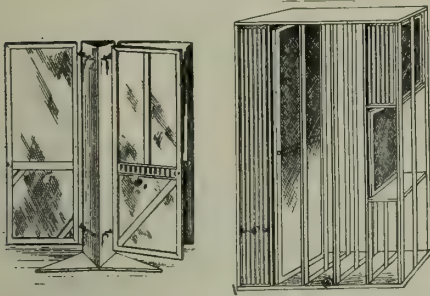
In describing some homemade fixtures recently the Iron Age illustrated the two reels shown beside the tool rack. One is a reel for rope, in which uprights 3½ x 1½ in. hold five to seven reels, according to height, affording a convenient method for handling and displaying the smaller sizes of cotton, sisal and manila rope. The axles of the reels are of ¾-in. gas pipe, with the reels 24 in. wide. The crosses on each end of the axles can be made to fit inside each end of a coil of rope, so as to make the coils revolve evenly. Bolts ½ in. in diameter at top and bottom hold the framework of the reel supports together.

The wire reel may be attached to the end of a counter, the offset under stairs or in some out of the way nook not otherwise used. A bar of iron 1 x ¼ in. is drilled with holes for ¼-in. bolts. The ends of the reels are made of 1-in. stuff, 4½ in. in diameter, with axles ¾ or 1 in. in diameter and 5½ in. long, with a hole bored through the axles for ¼-in. bolts. A small knob screwed near the rim of each reel serves as a crank. As many of the reels may be made as necessary to accommodate the sizes of wire, etc., carried in stock. Countersunk holes are drilled in the ends of the bar to fasten it securely in position with screws at top and bottom.

Sampling Screen Doors.

Two methods of displaying screen doors are shown in the accompanying sketches. One plan is to erect a stand-

ard, triangular in shape, of three twelve inch boards 7 feet long, and kept in an upright position by supports 2 feet in length, extending in three directions, two being shown in the illustration. Cornice hooks, $2\frac{1}{2}$ in., are screwed into the standard and large screw eyes into the doors, these serving as hinges. Eight doors can be sampled and the doors fold back close to each other when



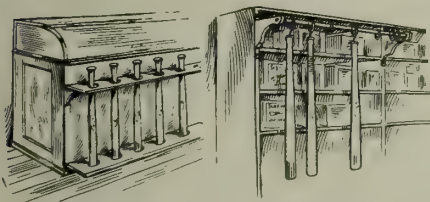
Methods of Displaying Screen Doors.

not being shown to customers. The standard is made of hard pine, oiled, and makes a very nice fixture, easily removed in the fall and replaced in the spring.

In the second arrangement the doors are stored in a skeleton rack partitioned off into four compartments, three being used for doors and the fourth for window screens.

Showing Baseball Bats.

Two ideas for displaying baseball bats are also shown, the first being by means of a board four inches wide on brackets, in front of a counter, another board four inches below being of the same width. Holes $2\frac{3}{4}$ inches in diameter accommodate six dozen bats, displaying them to good advantage and occupying very little space. If the bats have the selling price marked on them in plain figures, customers can wait upon themselves in making selections.



Bats Displayed in Front of Counter and Suspended on Rings From Curtain Pole.

The second plan is to suspend the bats in front of shelving immediately back of a show window. A pole supported by brackets and supplied with curtain rings affords an excellent arrangement to make a display of this

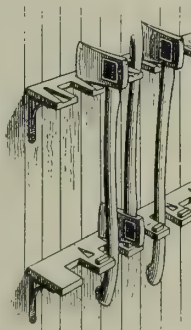
class of goods. Screw hooks are screwed into the small ends of the bats, which are hung on the rings. The bats are in full view of customers entering the store, yet out of their too easy reach, and not accessible for miscellaneous handling by boys.

Rack for Holding Axes.

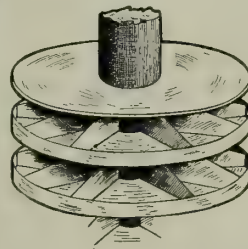
An original device for displaying axes made by a clerk in a New England store is shown in one of the illustrations. Two shelves are fastened to the wall with shelf brackets, the bottom shelf being $6\frac{1}{2}$ inches wide and the upper one $4\frac{1}{2}$ inches. Half of the axes hang from the upper shelf, with the handles down, and half are supported on the lower shelf, with the handles upward. Grooves are cut in the upper shelf to receive the bits of the axes and the blocks and grooves on the lower shelf prevent the axes thus placed from falling forward. Thus arranged a great many axes can be stored in a comparatively small space.

Sheet Iron Screw Case.

A section of a home-made screw case built around a steel pillar in the store is also shown the case having twenty shelves and each shelf being divided into ten compartments. Thus 200 different kinds of screws can be kept



Axe Display Rack.



Screw Case of Sheet Iron.

handily in close quarters, the case only occupying about 18 inches of floor space. A circular shelf the same size of the case is built about 6 inches above the case and is used for display purposes. The whole case is about 8 feet high and extends to the floor.

Herewith are given front and rear views of a combination tack and sandpaper cabinet. The front of the cabinet has a hinged glass door, back of which are adjustable shelves made of galvanized iron, on which may be displayed clout nails, double pointed and small tacks in papers from 1 to 4 oz. The shelves are only 3 inch deep and are placed between the back of the cabinet and the glass door. The shelves for the sandpaper, or rear part of the cabinet,

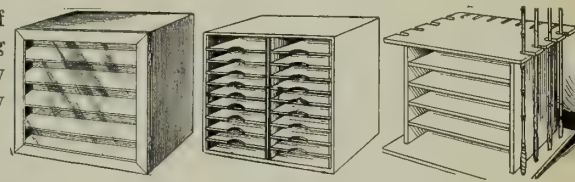
Tack and Sandpaper Cabinet.

are cut out in the centre to permit grasping the sheets readily. The shelves both front and rear, are slid into slits sawed in the sides before the cabinet is put together. This permits the shelves to be removed if necessary to enlarge the spaces. The base of the Front and Rear Views of Combination Tack and Sandpaper Cabinet—Fishing Tackle Cabinet with Shelves and Rod Holders.

cabinet is 17 in. deep and $22\frac{1}{2}$ inches wide, and is designed to stand on the counter, with the front toward the aisle.

Fishing Tackle Cabinet.

The next illustration gives a rear view of a fishing tackle cabinet with



shelves for stock of fish lines and other tackle. The cabinet is 14 inches deep and 3 feet 6 inches high, with top and bottom extending beyond the sides about three inches, holes being bored in the bottom and spaces being sawed out of the top to hold rods around three sides of the cabinet.

HERE'S SOME EASY MONEY.

The Editor of Hardware and Metal wants sketches, photos or descriptions of out-of-the-ordinary home-made fixtures used in Canadian hardware stores for the display or storage of any class of goods. A cash prize of \$1 is offered for every such fixture described to us (accompanied by a sketch or photo) and considered worthy of being published in Hardware and Metal.

Travelers who are visiting large numbers of stores have an exceptional opportunity to forward such information and they should realize that by doing so they are doing a service not only to Hardware and Metal and themselves, but to other hardwaremen who who will be benefited by the suggestions contained in all descriptions of the various fixtures.

Merchants and clerks are also urged to take advantage of this offer. Address, "The Editor,"

Hardware and Metal,
Toronto, Ont.



WINDOW TRIMMING

Window Advertising as important as Newspaper Publicity



The Retail Merchant and His Show Window

The Best Advertising Medium the Retailer Has—Large Stores Have Proved That Window Displays Sell Goods — Night the Most Effective Time—Windows Must be Changed Frequently and Kept Clean.

By H. L. Hall.

The properly used show window is the best advertising medium within the reach of the retail merchant, and yet curiously enough, it seems to be the least appreciated of all the means he uses. His show window is his best medium, because it will sell goods for him at a less percentage of cost than any other means at his command. I say that it is the least appreciated because of the fact that it is so very generally neglected. Most retail merchants have not yet learned its true value. Many of them seem to think that it is merely a space which must be filled up with something—it does not really matter what or how. All this is wrong.

The department store manager appreciates his window space and makes good use of it. If you do not believe that he considers window space valuable, go to him and try to rent one of those he is using. You will soon get a larger idea of its value. The big store even employs an artist who spends all his time and thought in getting up and executing attractive window displays. And these window displays sell goods enough to make the window dresser and his big salary a good investment. It is not enough that a display shall please the eye. It must sell goods or it is not successful. The big store demands that there shall be a material increase in the sale of a displayed article while it is in the window, and if the increase does not come the fact is chalked up against the window dresser in the records of the manager.

A Measure of Value.

The advertising agent of your local opera house knows the value of show windows, for he is willing to exchange seats worth money for the privilege of hanging his lithographs in your window, and I cannot conceive of him doing it unless your window has a real value to him—and if to him, why not to you?

The real potential value of a show window lies in the number of people who

will pass it within a given space of time. Its value may be computed on the same basis as that used for the computation of any other means of publicity. Magazines charge so much a line per thousand of circulation. If you buy space in the pages of a magazine you pay for the privilege of exhibiting your announcement in a place where a given number of people will pass. It is up to you to make your announcement in such a manner that these people, or a goodly number of them, will stop to see what you have to say. It is just the same with your show window. No matter what your location, there will be about so many people pass your window each day, and it is your task to make that window catch and hold their attention to such an extent that some of them will feel a want of what you there offer.

Night Displays Most Effective.

Of course the average retail merchant cannot afford to pay a big salary to an exclusive window trimmer, but the chances are that there is some one within reach who can do many times better than he is now doing with the means at his command. It may be his clerk or porter. It may be his wife or daughter. The proper thing to do is to experiment till he finds the right one, and then let that one do his best. Window trimming is an art, but like the most other arts it can be studied and acquired. Get out on the street and study other windows. Analyze the ones which appeal to you as being above the average. Learn what it is which makes them better than most of the others. Pick out the good points and emulate them. Pick out the faults and avoid them. I do not mean to advise copying, but we can learn from the mistakes and successes of others without copying.

It is at night when the outside world is dark that your window will look the most attractive. Hence the best time

for window display is in the fall and winter, when the evenings are longest. For this reason, too, it follows that one of the first things to be seen to is that the window must be well illuminated. Nothing so surely kills off a window display as poor lights. And at the same time it may be stated that there is no other investment which will pay a merchant so well as good lights throughout the store as well as in the window, but if the lights must be cut down anywhere, let it not be in the windows.

The chief fault of the ordinary window display is crowding. Don't try to put your entire stock in your windows, but leave room for an effective arrangement of what you do put there. Too much stuff will defeat your purpose, which is to call attention to the items displayed with enough force to make the gazer want to buy. The handsomest and most effective window the writer has seen in a long time was at the same time the simplest. It was in the window of a shoe store. The back and sides of the window were finished in plain wood of a dark shade, and in the window were three pedestals about fourteen inches high. Over these pedestals were draped three skins, one white, one red and one blue. On the top of each was a single slipper, matching in color the skin under it. In the centre of the window, on a white mat, was placed a single shoe, one of a new pattern. This shoe was marked "Our Marquise Shoe—\$3.50." I'll warrant that the display sold that brand of shoes and sold plenty of them.

Change the Displays.

Do not expect a window display to sell goods indefinitely. Those who pass your place will get tired seeing the same thing day after day. Give them something new to look at once in a while. Let them get into the habit of looking to see what you are going to offer them next. Sooner or later you will catch the fancy of the regular gazer and sell him, or her, something. If your offerings are made on the basis of attractive prices, make the price a part of the display. In most cases it is well to do this anyway, as the combination of the article and the price together

sometimes make an irresistible combination to the vagrant fancy of the window-gazer.

It is a big job to wash windows frequently when other work presses, but if you do not do it for the benefit of the window display, do it for the appearance of the store generally. If

nothing better is possible, cover the floor of your window with clean paper of a light color. It looks much better than stained and blotched boards. A little attention to your windows will pay well for all the time and trouble it will cost you, as you will soon find out.

Importance of Price Tags in Window Displays

Selling Power Depends Upon the Power to Attract—Displays With Motion Attract Attention, But They Must Draw Attention to Salable Goods—Price Tickets Give Onlookers the Impulse to Buy.

By Hamilton Burke.

The selling powers of a window display are similar to those of a good advertisement—the power to attract attention, to create desire, to convince one of quality and value for the money, and the power to impel one to buy then and there. All of these selling forces should be present in every window display in harmonious and well balanced relation to one another, and no windows, artistic or commercial in purpose are effective if any of these factors are absent. There are exceptions to all rules, but in the main, all this is true.

The power of a window display to attract attention usually depends upon something in motion, or something suggesting motion. For example, put a demonstrator in a window, or mechanical appliances in operation, and crowds flock to the window to see what is going on. A sporting goods window recently included a decalcomania fish in natural colors fastened on the window-pane, and a line curved overhead from the fish's mouth to a bent fishing rod on the opposite side of the window, giving one the impression that an angler had just hooked a "speckled beauty." This suggested motion, and nobody could resist the appeal it made to the imagination.

One great danger is that the window dresser, in seeking to attract attention, will overstep the mark and create a "freak" window. "Freak" windows draw the crowd, but do not pull the people into the store. People laugh, or are instructed, but they do not think of buying. The proper place to display a Gila monster, or a monkey, would be in the window of a bird store where cats, dogs and other animals, or birds are sold; but if either were shown in a hardware store window, they would attract attention, but sell no goods, because nobody would think the store sold household pets.

To create desire, window displays must by some method indicate the utility of the goods shown, their advantages over similar, but old fashioned articles, the economy in time, labor,

space, and cost, effected by their use—in a word, prove to the passerby that without the goods exhibited, life will, in future, be but a desert waste.

How, then, to accentuate the desirability of an article by means of a window display, is difficult to outline without knowing what article is to be exhibited. If a washing machine, show several—one complete, one with one part removed, one with another part removed, and so on, as to enable people to see how simple the machine is, and also how easily it is put together. The element of desire might be introduced in this case by means of illustrated placards, showing a woman reading a novel while the washing machine does her week's washing, or by similar methods. The application of this principle to all kinds of goods should be self-evident.

To Convince of Value for the Money

To convince of quality and value for the money, a window must primarily concentrate its line of thought on one article, or group of related articles, and bear prices plainly readable.

Concentration on one article is not necessary in all cases, for a group of related articles will also produce results. For example, a display of various grades of one line marked 29 cents, 49 cents, 79 cents and \$1.29, is good practice, and the same thing applies to other goods of any kind similarly related.

Importance of Price Tags.

The importance of price tags is fundamental. A window may be weak in the power to attract attention, and even neglect opportunities to create desire, but if the price mark is there, the beholder has an opportunity to judge for himself whether the goods shown represent good value for the price, and constitute a genuine bargain offering.

Put a display of safety razors and cutlery in the window without price tags and watch the results. People will look at them, a few will come in to ask the price, but the majority will not

do so, for few like to ask prices for fear they may be treated by the clerks as though they were "cheap skates," or "skin-flints." There are also a large number of people who do not like to enter a store unless they intend to buy something. Try such a window without price tags for an hour, then put a placard in the window—"Special sale of sample knives, your choice for 25 cents"—and watch the results. To most people, the knives represent a definite value, and the price being known, the passerby can determine at once the desirability of the goods to him.

Without the price tag, the window display means nothing. With the tag, the display means an unusual bargain offering of these choice goods, and people feel the impulse to buy at once.

Time Element Should Appear.

The impulse to buy at once comes from the price tag. Without the price tag the implication is: "Here is a display of goods we carry regularly in stock; come in now or later, and look them over." As man is a "lazy animal," the beholder puts off his tour of inspection. The price tag implies: "Here is a special offer at a low price for to-day only. If you do not come in now, the pick of the lot will be taken, and if you defer the matter, your opportunity to buy a bargain will be lost. Come in now before it is too late."

This is the line of unconscious reasoning set up by an effective window display, and the window dresser may know he has a selling exhibit when he inspects his window, and he finds it impels him to act quickly, lest its appeal be lost. So well recognized is the selling power of the display window that there are many metropolitan department stores which have established a method of checking up results from their display windows, and they will not permit a display to remain on exhibit a minute after it has been demonstrated the display is not selling the goods. The window dresser may have to change his window every hour, but change it he must until it is producing satisfactory results.

The time element should appear somewhere in every window display. "Special sale to-day only." "These goods at these prices while they last." "Come in and select what you want; they are going fast." "To introduce these new goods, we will sell them at the prices marked, for one week only." Some phrases like these should appear in every window, and thus the window display be made a vital selling force, and a "pulling advertisement" producing profitable sales from the time the window curtain goes up until it is lowered again for the introduction of another exhibit.

Christmas Displays in Canadian Hardware Stores

Features of the Windows Which Won First and Second Prizes in Hardware and Metal's Holiday Contest—Displays in Hardware Store Windows Indicate that the Hardware Merchant is Capturing a Large Portion of the Trade in Silverware and Cut Glass.

By Weston Wrigley.

For several years past Hardware and Metal has awarded prizes for the best window displays of goods sold in hardware stores during the Christmas season and as a result of these contests a noticeable improvement has been made in the class of displays made, as well as in the volume of profitable business

druggist and the sporting goods trade from the bookstore. There are still exceptions to this rule, of course, but the success of the enterprising hardwareman who has had the enterprise to include all the "wares" the housewife requires for her kitchen and table shows the way for the less progressive dealer who has

about twenty entries were received for the six prizes for which awards were announced in January last. Five of the displays are reproduced in this issue and the balance will be held for publication in the fall when hardwaremen are preparing for the next holiday trade and another competition will then be announced.

Vancouver's Fine Display.

J. A. Flett, Limited, Vancouver, reports that the results secured from their holiday window last Christmas were the largest yet experienced, the day before the holiday being the best day's business in the history of the store, this being attributed directly to the window trimmed by Roy C. Gilmour, who for three years



Holiday Display Arranged by R. H. Thornhill, for the P. Hymmen Co., Berlin, Awarded Second Prize for City Stores.

drawn to the hardware stores through the window advertising.

Judged by the window displays made, Canadian hardwaremen have succeeded in making their stores the headquarters for silverware and case cutlery, just as the store already was the place where the women folks headed for when they wanted a bread knife, a new sauce pan or any other kitchen necessity. The hardware store has come to its own in the silverware trade just as it years ago gathered in the paint trade from the

so far neglected his opportunities in this direction.

And, comparing the pictures of Canadian hardware window displays shown in this issue of Hardware and Metal with the pictures in other trade papers of displays made by hardware merchants in the United States and Great Britain, the young men who are trimming the windows in our Canadian stores are doing work which is of a higher quality than found elsewhere.

In the recent holiday competition

past has figured in Hardware and Metal's holiday contests.

As will be seen by the illustration, particular attention was paid to the draping and background for the goods, the window being brightly lighted and the draping being arranged in sufficient contrast to give a pleasing effect to the eye. Purple and white material was used, the goods on the ceiling, arches, posts and pedestals being pleated. Three palms were also used to carry out the general effect of the background. Full

advantage was taken, also of the opportunities to show the teapots, cutlery and tableware on the pillars, arches and across the ceiling. The bottom was trimmed with tucked cheesecloth on which crushed glass was sprinkled, the effect of this being particularly noticeable at night. The arrangement of the case goods, candlesticks, flat and hollowware on the floor of the window was also commendable, the impression of a large stock being given without over-

crowding the window. One display card was used, "We can save you money on Xmas cutlery," and all goods were price-marked in plain figures.

Berlin Secures Second Prize.

The P. Hymmen Co., Berlin, have a large store with splendid windows for display, the dimensions being 10 feet 3 inches at the front, 11 feet 9 inches at the rear, with a depth of 6 feet 10 inches. R. H. Thornhill, who arranged their

holiday display, therefore, had a good large space in which to make his display, and a study of the illustration will show that he did it well.

The background was covered with white cheesecloth pleated, there being four pillars on the background also covered with white cheesecloth. On these pillars were shelves, trimmed with forks and spoons, and holding nickel plated tea pots. On the top of these pillars were rings in which hung scarlet



Christmas Window Display Dressed by Roy C. Gilmour, With J. A. Flett, Vancouver, Awarded First Prize in Hardware and Metal's Competition Open to Merchants or Clerks in Cities Over 10,000 Population.

bells. In the centre of the window were two arches covered with white cloth and trimmed with holly, while on the background were two stars and a heart displaying cutlery. Over the top of the whole window were streamers made of red and green crepe paper.

From about the centre of the floor of the window towards the rear steps were built with six-inch risers and treads. These steps were covered with green

town in Canada, hardwaremen and other merchants competing with each other in a friendly way to bring business to their stores and credit to their town.

In Hardware and Metal's competition for towns under 10,000 two of the three prizes were won by Bracebridge firms, the first going to Peter McNaughton, with George Ecclestone, and the third to E. A. Whitten, of the Whitten Co. Mr. McNaughton's display is reproduced

silverware, such as butter, bread and fruit knives, sugar, berry and coffee spoons, manicure sets, safety razors, jewel boxes and candlesticks. Back of these were carving sets, tea sets, dinner gongs, cake dishes, Thermos bottles, Casserole bean, custard and shirred egg dishes, also Casserole pie-plates.

On the plate glass shelf which is supported by fine small stovewire covered with holly tissue paper, is displayed a



The Christmas Window Which Won First Prize in Canadian Towns Under 10,000, Dressed by Peter McNaughton, for George W. Ecclestone, Bracebridge.

cloth and on them were displayed carvers in cases, trays, etc. The main floor of the window was also covered with green cloth on which was displayed silver plated ware, pearl sets, cabinets of silver, sewing sets, etc. Every article in the window had a neat price ticket attached to it.

Good Work at Bracebridge.

Bracebridge has won the reputation of having the best dressed windows for any

and while at first glance it appears crowded the judges after studying the various entries were unanimous in awarding first place to Mr. McNaughton.

The background of the window was of white cheesecloth, pleated and puffed, while the wall at the side of the window was covered with mirrors which added materially to the lighting of the window. On the base of the window at the front were displayed small pieces of

silver tea set, fruit dishes, butter and salad dishes, salt and pepper shakers, etc. Along at the back were placed five electric reading lamps, which were lighted when the photo was taken. Each article was price ticketed, even to the hall lamps hanging from the ceiling. The window was arranged so that by moving the two tea sets or the dinner gongs to one side, a person could step into the window from either side to get the arti-

HARDWARE AND METAL

cle of silverware wanted by the customer.

Mechanical Display at Bracebridge.

A. Whitten's window had as its central feature a revolving wheel on the shelves of which was displayed various articles of silverware. As Mr. Whitten says, the photo hardly does justice to the display. He writes:

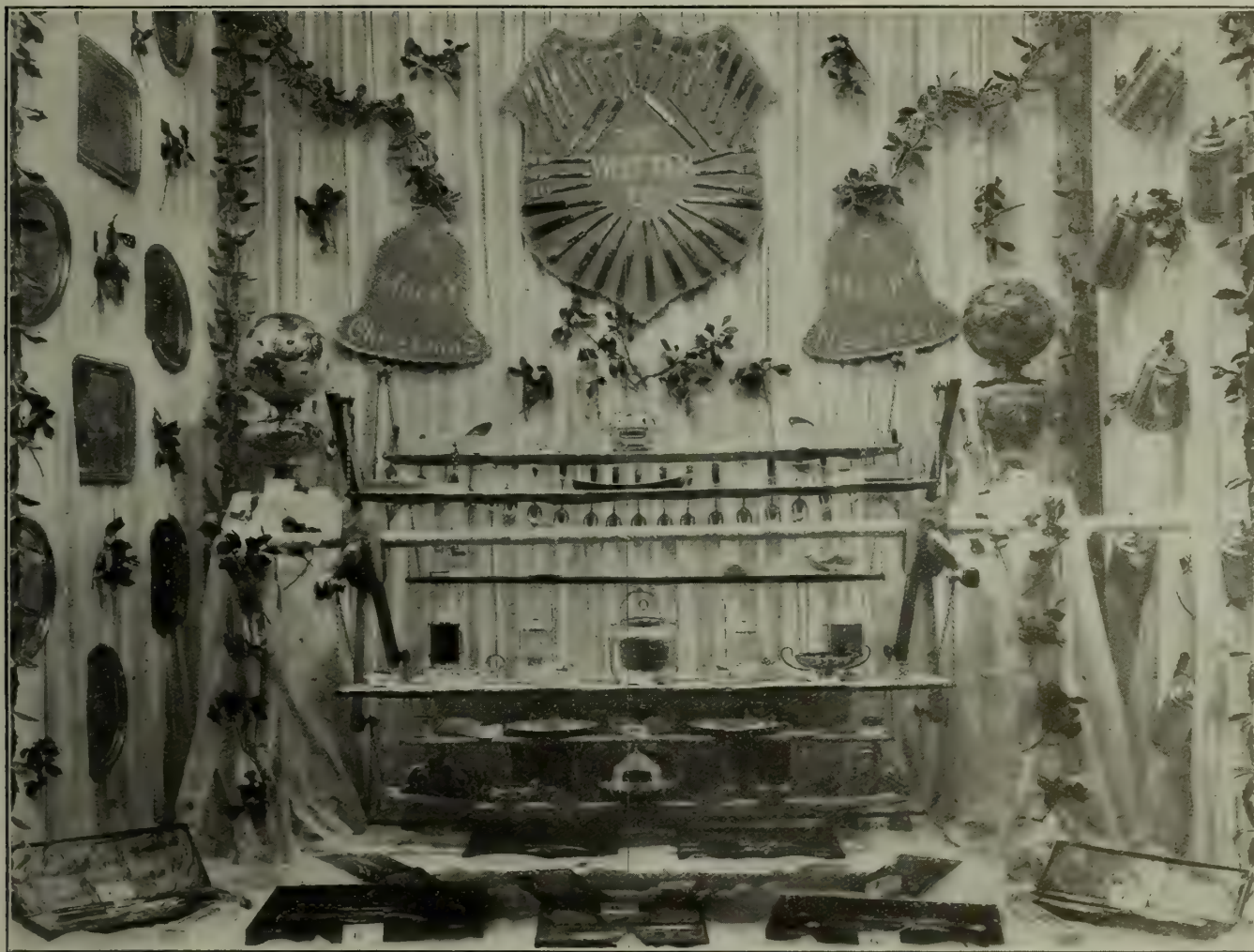
"You will readily see that I read Hardware and Metal, as the idea for

just taking a glance at the window would get one idea—that we sold silverware. The back would suggest knives, forks and spoons, one side would suggest trays, the other—tea and coffee pots, while a glance at the bottom would suggest carvers, and the shelf at the back—pickle cruets.

3. Give the name of the store a prominent place. No person taking a look at the window could fail to notice the name on the shield and remember afterwards

The wheels carrying the arms were securely fastened to a one and one-quarter inch steel rod, which turned on grindstone bearings. The rod was blocked at each end to prevent it from sliding one way or the other. Each shelf had exactly four pounds weight on it and being thus evenly balanced, they revolved very easily.

The end with the tea pots on was only a false one put in to make the window square. The steel bar ran through this



Mechanical Display of Holiday Goods Arranged by E. A. Whitten, of the Whitten Company, Bracebridge, Awarded Third Prize in the "Under 10,000" Contest.

the window was taken from a suggestion in your paper. I have also tried to bring out other ideas suggested, from time to time, in Hardware and Metal, which I believe to be good, including:

1. The use of price tickets. Each article displayed on the floor and shelves had a neat card attached, telling the price so that a person could pick out any article they wanted and know just what they would have to pay for it.

2. Avoid overcrowding. I do not believe in filling any window too full of a jumbled up lot of miscellaneous goods. I believe in emphasizing one thing, as you will see from the photo. A person

that it was at The Whitten Co.'s that they saw the good silverware display.

The background, bottom, lamp-stands, centre rod and uprights that supported it were covered with white cheesecloth and holly. The shield, bells, and shelves were covered with royal blue, as that color seemed to harmonize well with the white, and at the same time, show up the silverware and cut glass to best advantage.

The shelves were of three-eighth lumber, four feet long and eight inches wide, suspended by brass plumber's chain, from spools screwed to the revolving arms which were eighteen inches long.

false wall and had a large drive wheel attached to it outside the wall; this wheel being connected first with a double set of large and small wheels (to reduce the speed), and then to a one-twelfth horse power electric motor. All the driving apparatus was thus hidden from view in the triangular shaped end of the window, the end blind being kept down.

The speed of the motor was sixty cycles, but this was reduced so that the shelves only made two revolutions a minute; this giving a person ample time to view any object on the shelves as it came into view at the top and gradually disappeared again at the bottom.

The window was lighted with three forty watt tungsten lamps with reflectors, situated at the top of the window, and the photograph was taken at night with a ten minute exposure.

The window attracted a great deal of attention, and what is more important, assisted in selling not only cutlery and silverware, but also other holiday goods, which were displayed in the other window and inside the store. The slow even motion of the shelves seemed to have a certain fascination which compelled

ing by itself, was worthy of being awarded one of the prizes, and the two together, forming one display were given second place in the smaller towns competition.

The same decorative scheme was carried out in both windows, the background being of thin white cotton, while strips of twisted crepe paper of different colors were used across the top. Holly was also used liberally to round off the display. The stars and moons were made of thin wood covered with

ambition. He wants to give his objects an effect which will make them appear to the onlooker as if they are worth, at least, twice as much as they really are. This is what we call the art of creating a desire.

How may we arrive at the best results? There is at present much lack of originality in electric window lighting, owing to the fact that the art is comparatively new. I am now alluding to the arrangements of the electric bulbs, which, in many cases, are simply fixed



One of the Windows Awarded Second Prize in Hardware and Metal's Christmas Competition — Arranged by Charles Smith for D. W. Douglas, Campbellford.

passers-by to stop; and lots of people came into the store just out of curiosity to know what made it go, and incidentally made their purchases.

Companion Displays at Campbellford.

Charles Smith, with D. W. Douglas, Campbellford, used both of the store window for holiday goods last December, one window being devoted to cutlery and skates and the other to silver and table ware. Either of the windows, stand-

green crepe paper. The placing of the goods was done very effectively in each window.

COLOR IN WINDOW LIGHTING.

By Emile Reugg.

The photographer's ambition is always to produce a picture which will flatter the real object. The same is apt to be true of the window trimmer's

all in a row, like a crown all around the frame of the window.

It is quite evident that the glaring lights are almost blinding the eyes of the passers-by. The storekeeper notices also that the objects are not properly illuminated and he goes to work and exchanges the 16 candle lamps for 32 candle ones. The result is, as may well be thought, far worse than if he had reduced his lamps to half.

Some one found out the true effects which such an arrangement produces and provided a reflector for each electric lamp, thus reducing the glaring effects considerably. This indirect or screened illumination is therefore now quite common.

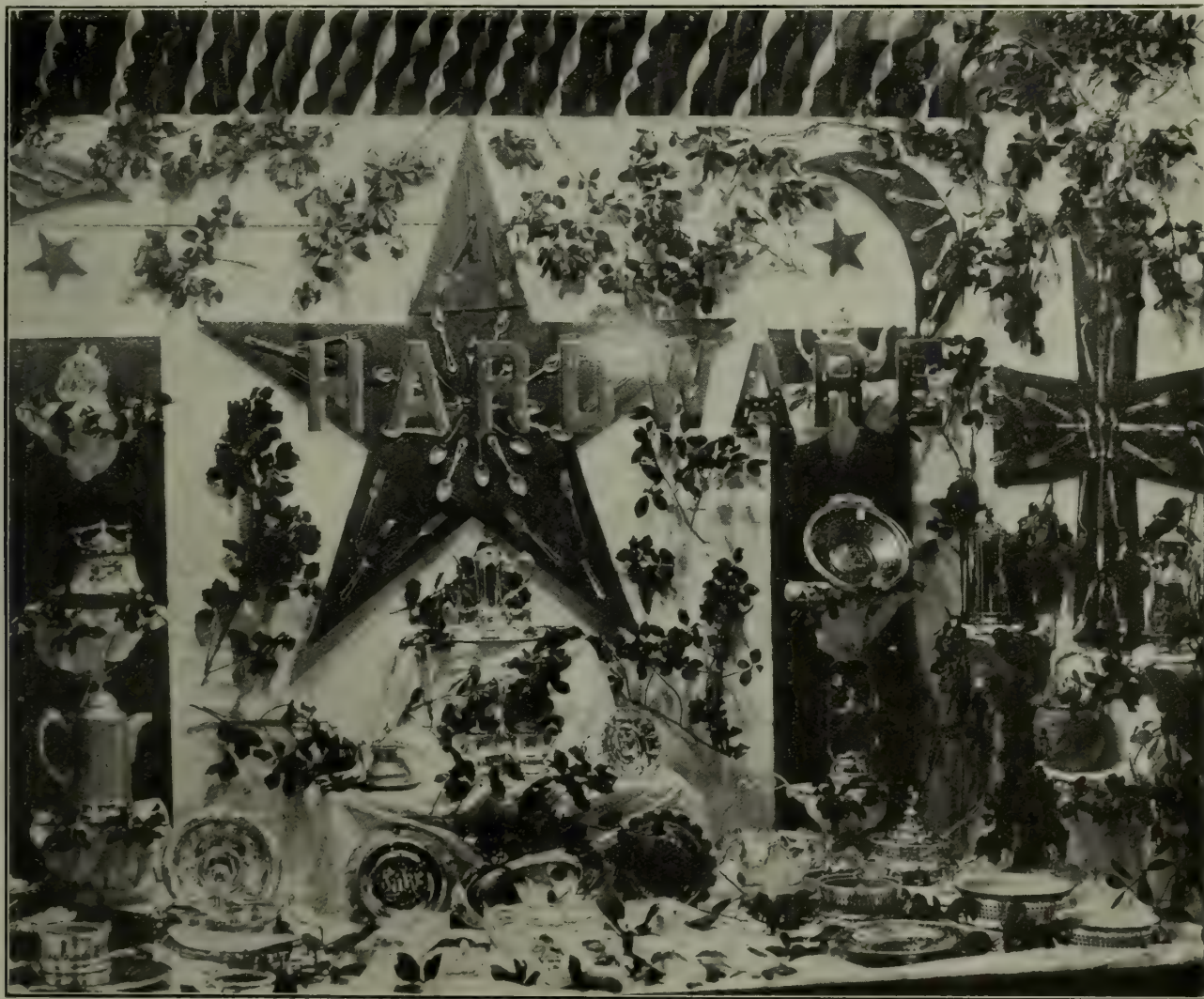
But we are yet far off from artistic illumination. Now that we have found the true principle of artificial illumination—namely, indirect illumination—we are prepared to enter into the real thing, the study of harmony in the colors. The French people are naturally of an aesthetic nature and in Paris, especially,

ones to the right. Let us now arrange two lamps of two colors in such a way that the lamps are quite invisible to the eye. A blue lamp we place in front of the blue flowers; a yellow lamp we place before the yellow flowers.

By observing these rules it will be found that the blue flowers appear strangely blue and the yellow flowers wonderfully luminous. The yellow and the blue together produce green rays, which are thrown on the green fern, thus giving to it the most delicate hues of softest green. If we wish to expose a flower pot with purple flowers we need

most wonderful show case and window trimming. And this is the true art of creating a desire in the minds of the on-lookers, by so arranging the articles that they appear as if they were seen in subdued sunlight.

Crowding should ever be omitted and a rich and pleasing effect will never be produced by exposing so many things in the same window that the eye gets tired to find them all. The up to date business man needs to study the psychological make-up of the bystander, who shall be his future customer. Beautiful music will arrest the attention of the musical



Holiday Window Trimmed by Charles Smith, for D. W. Douglas, Campbellford, and Winner of Second Prize in the Competition Open to Towns Under 10,000.

have advancements been made in artistic window lighting.

Let us take an example in order properly to illustrate how we can produce real artistic effects with very little effort. We have a dark window case, into which we place three objects—a cluster of blue flowers, a nice fern and a cluster of yellow flowers, say chrysanthemums. The fern we place in the centre, the blue flowers to the left and the yellow

only place it next to the blue flowers, adding a small red lamp in front of the flowers, so that it is invisible to the eye of the observer. With some leaves or artistic cardboard we shut out the red rays, which would spoil the soft green enveloping the fern.

Thus with the proper knowledge of color mixing, which by the way, should be in possession of every window trimmer, it will be possible to arrive at a

people, while banal heart rending music will attract the vulgar. In order to get the customer one wishes to acquire it will suffice to present the things according to their various tastes.

But at all events it will be of the greatest importance to have the goods so exhibited that they produce the utmost results, which again may only be arrived at by means of artificial arrangement of the electric illumination.

Attracting Attention by Displays with Motion

Suggestions Regarding the Arrangement of Mechanical Displays—How to Make the Apparatus—J. R. Hazelden Gives Some Practical Ideas in an Article in the Metal Worker.

There is no cash outlay in devising many things which interest people and start a talk about the tradesman who does it. But little cash is needed to procure equipment which will enable moving window displays to be made for the purpose of drawing attention, and they are the more valuable in that any mechanical tradesman will have no difficulty in carrying them out.

A hardwareman has one of the best, if not the best line of goods in the world to make an attractive window display. Every hardwareman should have a small toy steam engine large enough to afford power sufficient to run a sewing machine, or if there is an electric light plant in his town, he should own a small motor.

I use a Victor motor, for which the electricity costs \$1.50 per month. No doubt some readers have a small gasoline engine available, and by using the muffler the sound can be deadened so as to use it in the store room.

A small sewing machine belt can be easily connected to a few pulleys in a window and be driven by a motor which would afford all power needed at scarcely any expense. The electric motor is the most practical, as it requires very little attention. The things needed for a proper window display is a motor, one-half dozen sewing machine belts, a spool of small wire, a drivewheel from a sewing machine with the hub broken out, leaving the rim and part of the spokes. A dummy or a made-up woman will also be needed.

Method of Making a Dummy.

To manufacture the dummy take two planks, 1 in. by 2½ in. by 3 ft., and saw them in two. In the centre, fasten with screws a 4-in. strap hinge joining the parts sawed, and you have the two legs. Then fasten a small hinge to the end of a plank and with screws to the bottom of the bust. This will give you a leg which you can place in any position. The head is to be made of rags, the neck of a 4-in. round piece of wood about 10-in. long, which is to be slipped into the top of the corset bust. Several costumes will be needed, as the occasion may require, but old dresses can be had to serve the purpose, without going to any expense. Buy a wire gauze false face and a cheap wig for the head and paint the neck with a flesh color paint. Next take a pair of hose and stuff the foot of them with rags. Place them over

one of the three wooden pieces, and stuff them well around the wood with rags and old waste paper, using some care to give a natural shape, and place a pair of slippers or shoes on the feet. Take another pair of hose and stuff them, cutting off the feet and fasten a pair of stuffed white gloves to them. Tack one of these to each side of the bust and then you only need to put on the dress and a white apron.

For the first display, place a chair in the window and fasten the dummy in the chair with a nail or small wire. Put on the apron so that it cannot be seen that the dummy is fastened to the chair. Place in the window a rotary washing machine. Fasten the sewing machine wheel on to the side of the flywheel on the washing machine by a couple of bolts and two wooden strips the length of your sewing machine wheel, the strips fastened one on the machine wheel and the other on the side of the flywheel, the two bolts passing through them. Wire the dummy's hand to the crank of the washing machine and connect the sewing machine belt from the motor to the flywheel on the washing machine. Start the motor and the dummy will go to work, showing the use of the washing machine.

For another display place the dummy on a lady's bicycle in the window on a stand that will allow the rear wheel to turn, and wire slippers to the pedals and the hands to the handle bars, and the body to the seat. Fasten the flywheel on the sprocket wheel in same manner as described in the washing machine exhibit. Always place the motor where it cannot be seen, if possible, and have a nice line of sundries in the window so the belt will not be seen.

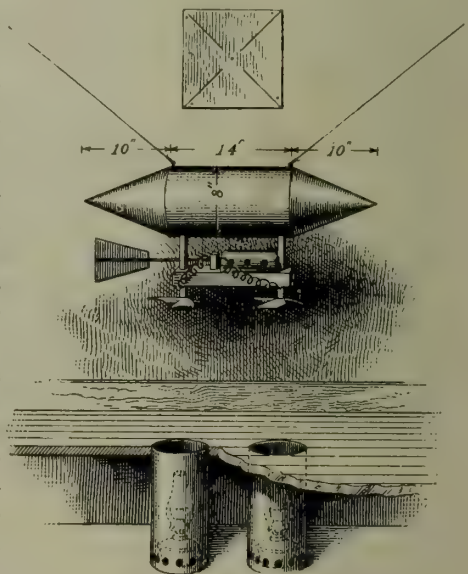
Put a sewing machine in the window, and have the dummy comfortably seated in a chair. Secure the feet to the treadle of the machine, and place one hand near the head of the sewing machine, with the other on top and the body slightly bent toward the machine. Place a piece of goods under the foot of the machine, with the ends running under the frame or table, the two ends meeting on the opposite side and then sew them together, thus forming a belt out of the goods. The outside edges must be doubled three times and the centre once, the edges of goods may have several different kinds of work which the

machine will do, and use a needle in machine, but no thread. When the machine starts the goods will run under the machine and over the back, making an endless trip.

Take the belt off the sewing machine and lengthen by connecting two belts together. Run the belt over the top of flywheel and down through hole in the back of the machine stand and under the lower drive, thence out to the wheel on the motor and over the front of the sewing machine and then make your belt connection. Turn on the power and you have a very attractive window display.

An Air Ship Display.

Several other kinds of moving window displays could be given, but any mechanical man will think of many different good displays after he gets started in this kind of work. I will close with a sketch of an air ship. This can be made with scarcely any expense, needing neither motor nor belts. This air ship is made of a cylinder made of tin, and is to be 8 in. in diameter and 14 in. long, with cone ends 10 in. long. After being soldered together it must be covered with wrapping paper pasted over the cylinder. Take a piece of wood ½ in. thick, 2 in. wide and 10 in. long, tack a ½-in. strip of tin around the edges, fasten this to the centre of the cylinder supported by two wires, being soldered to the edges of this frame. Place at one end a fan or tin vane 6 in. long and 4 in. wide at one end and tapering to 1



An Air Ship Window Display.

in. at the other. Use a plain wire running through and fastened to the vane to the car on through the support and put the end in a lever handle faucet in the centre of the car, having two wires running from the side of the faucet to

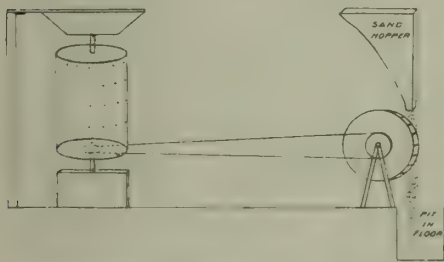
the bottom of the car to resemble electric wires. This faucet is to represent a gasoline engine. Now put a piece of bent tin over the edge to resemble a cab or car top. Cut two pieces of paper $4\frac{1}{2} \times 4\frac{1}{2}$ inches on the dotted lines and fold at each corner so as to make a windmill wheel; place one at each end of the car and stick a pin through the paper wheel. Then into the bottom of your car hang your ship in the window supported by two wires, one from each side of the window to the top of the cylinder of the air ship. Set two lamps under the ship, one at each end of the car. Light the lamps and place over each one a joint of 7-inch stove pipe, leaving a space of 16 in. from the top of the pipe to the wheels. You must leave an opening in the bottom of the stove pipe to allow the air to circulate. The wheel will turn from the hot air from the lamps and you can set a window card in front of the stove pipes, drawing attention to any special goods you desire to feature.

SAND AS A MOTIVE POWER.

The accompanying sketch shows a machine designed to be run by sand, to be set in the corner of a shop window and to be connected by a sewing machine belt to anything when it is desired to put it in motion.

Make a sheet iron hopper about 10x30 inches by 30 inches deep, the spout about $\frac{1}{8}$ inch; make a wheel from tin about 14 inches in diameter, similar to a water wheel in a mill, and solder a small ring (wired) half-inch wide on side for belt, and connect either to a figure, revolving drum, moving sign or whatever you please.

Fill the hopper with very fine sand, previously well dried, cut a pit out of the window floor and have it so that



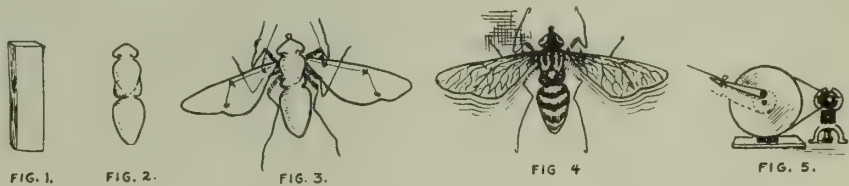
Mechanical Device Run by Sand.

you can shovel out sand. This can be regulated so that it will have to be renewed only twice a day, according to the size of the hopper outlet. Old bicycle pedals are the best for wheel and drum axles.

WINDOW SCREEN DISPLAY.

A novel mechanical window described in the Hardware Dealers' Magazine had as the central figures a pair of mechanical flies whittled out of pieces of soft pine about four inches long (see Fig. 1).

After sandpapering them, drill four small holes near the centre of the thorax,



Mechanism for Attracting Attention to Window Screen Display.

pass pieces of No. 22 brass spring wire about a foot and a half long through these and coil and shape them to form legs and fastenings for the wings of ordinary heavy-grade mica. A pin wrapped with a bit of paper inserted in the under side of the head forms the proboscis. Then with a bit of green and black paint or stove enamel paint up the flies and stripe veins in the wings (see

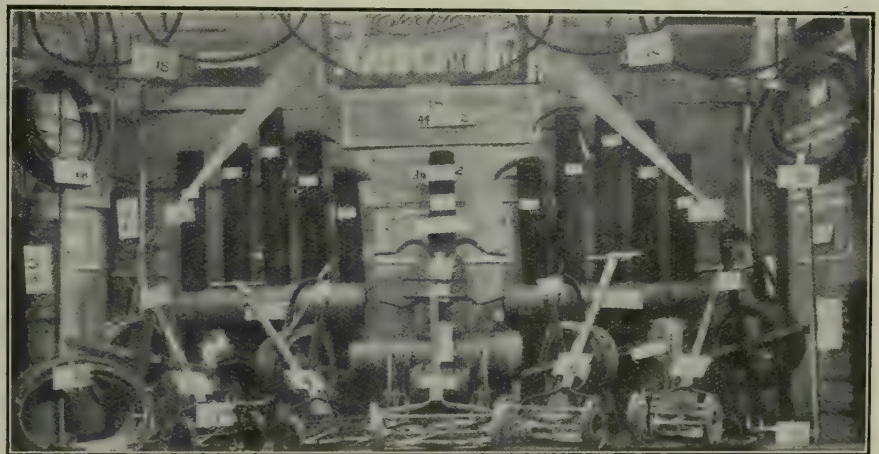
concealed in the rear so that the spectators will be kept guessing.

SPRING GARDEN DISPLAY.

When the warm days come in April and May, gardening and lawn tools supply excellent material for window trims,

a good one being shown in the accompanying illustration in which lawn mowers, garden hose, poultry netting, screen wire cloth, lawn rakes, scythes, sprinklers, etc., are included. The display is suggestive of how attractive such a window can be made.

In another window of a similar nature shown last May the floor was covered with fresh green sod laid on water-



Suggestion for a Spring Garden Tool Window.

Fig. 4). These are hooked on a screen door placed near the centre of the window and a short strand of black wire torn from a piece of screen fastened to the front of each wing about an inch from the body. With fine black threads these wires are connected to the eccentric of a fly wheel driven by a small motor. The figures then vigorously flap their wings, shaking their entire bodies as though trying to get through the door.

White gummed cut-out letters can be pasted on the door between the two flies to form the words "Keep Those Flies Out." A few adjustable window screens, some rolls of wire and a couple of doors can be used for sides and background. The mechanism operating flies should be

proof paper. With an occasional watering it retained its freshness for 10 days. The background was of dark red cloth, into which was set a picture of a rural landscape. This picture was surrounded by vines and had a bank of sod in front, so placed that in looking through the vines and branches and over the sod bank it seemed like a continuation of the window into the far distance. An electric light placed behind the bank and carefully arranged with a reflector produced an effect which aided in carrying out the illusion.

A good clerk can very nearly earn his salary by selling goods the customer doesn't call for.

REVOLVING TREE IN WINDOW.

There is nothing more impressive at Christmas time than a revolving Christmas tree lighted by electric lamps and a simple and inexpensive way of arranging a revolving tree that will not upset, and would be easy to put up in a hardware store window, is shown herewith, the illustrations being from the Scientific American.

Locate a beam or lath in the ceiling near the selected place and cut a V-shaped piece in the paper and bend the point to one side. Into this exposed part of the ceiling screw a hook 3-16 in. in diameter. The tree is hung to this hook as hereinafter described. When the tree is taken down, and the hook

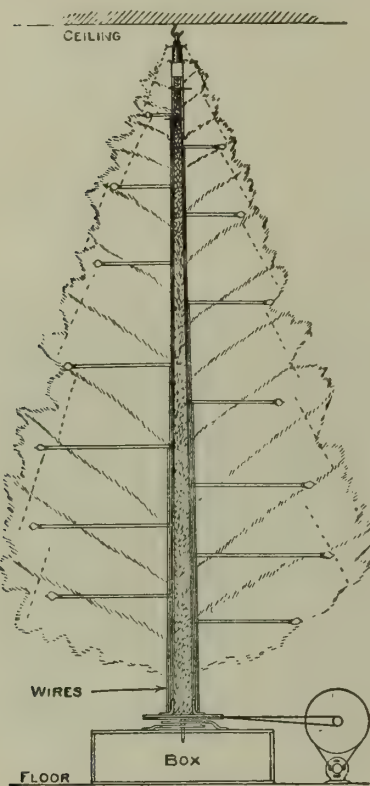


Fig. 1—Tree Hung from the Ceiling

removed, the V-shaped piece of paper may be pasted back to cover the hole which will leave no marks in the ceiling.

The inside or stationary part of an old bicycle pedal is fastened to the above mentioned hook, and to the outer or revolving part are secured two wires, about No. 12 gauge and 2 ft. long. These wires are securely fastened on opposite sides of the tree, preferably bent under a branch (Fig. 1). A piece of tin may be cut and fastened at the top of the pedal, as shown in Fig. 2, from which the tinsel and strings of glass balls may be hung.

To the lower part of the tree is secured an arrangement as shown in Fig. 3. This consists of a large grooved pulley, about 12 in. in diameter by $\frac{3}{4}$ in. thick,

made out of ordinary pine board. The groove may be made with the edge of a half-round rasp. To the upper side of this pulley are secured three or more small brackets, which are fastened to the tree with wood screws. On the under side of this pulley are secured and insulated from each other, two metal discs or rings, such as brackets for ordinary gas globes, terminating on top of the pulley with binding-posts. Into the centre is driven a tenpenny wire nail. A small box placed on its side may be put on the floor under the tree with a small hole to receive the nail. This forms a guide for the lower end of the tree. The box may either be nailed or weighted down, so as to keep the tree steady. Fastened on the box, and insulated from each other are two copper brushes, one for each ring respectively. A small electric motor is now placed about 18 to 24 in. from the large pulley. As a rule, these motors run too fast for this purpose. A wire may be coiled about the motor shaft, and soldered fast to form a worm which may mesh with a train of clock wheels. These can be obtained from any watch-maker. To the shaft of one of these wheels a small pulley is secured, about 1 in. in diameter (Fig. 1). Wrap this pulley with cord, and put some rosin on, so as to increase the friction. Now place a small endless cord over the large and small grooved pulleys. The motor should be connected up with a dry-cell battery, and by placing in the circuit a switch or push button, the motor may be started at will.

The tree is now ready to revolve, and should make five to seven revolution per minute. The batteries may either be kept in the box under the tree or in the cellar, where they will be out of the way. Two small holes may be drilled in the floor, about 2 in. apart. A pointed copper wire about 8-gauge may be pushed through the rug or carpet into these holes, and connections made to these wires with the batteries in the cellar, and to the brushes on the top of the box, and by putting a switch in the circuit the current may be turned on or off.

From the binding-posts on top of the large pulley, the feed wires are run on opposite sides of the trunk of the tree to their respective lamps; ordinary bell wire will answer the purpose. It is best to run several of these feed wires, and to put about five lamps on each set. This gives far better and more uniform distribution of the electricity to the lamps than when large wires are used, as the top lamps get very little or no current. The lamps used in series from the ordinary current are by far too bright, as it simply puts the tree in the

“shade.” A soft light is the more desirable, and the tree may be decorated to a better advantage with battery lamps, as no unsightly sockets or heavy cords are used, and there is no danger of fire. The wires are soldered on the lamps, as shown in Fig. 4, and may be placed in the hands of the images used in decoration of the tree. The lamps may also be inclosed in small Japanese lanterns, which will greatly add to the beauty of the tree.

Another pretty effect may be obtained by using an ordinary tree candle, with its usual holder hung on a bough. To do this, remove the wick by boring a small hole in the centre of the candle into which insert the wires, already soldered on to the lamp, letting the lamp rest on the top of the candle (Fig. 5). Of course, the more lamps used, the prettier the effect. A 7-ft. tree will require from 25 to 35 lamps.

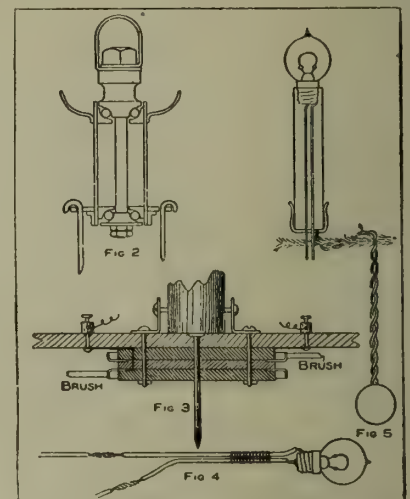


Fig. 2.—Details of Tree Construction.

The connection between the lamp and the feed wires may be done by twisting the ends together. Care should be taken that the ends of the opposite wires do not touch each other, and that no tinsel comes in contact with them. Run the branch wires on top of the branches. A diagram of the wiring is shown in Fig 1.

When all the lights are turned on start up the motor and see that everything is all right, and that all the lamps are burning bright before decorating the tree. Then the lamps may be moved to suit the ornaments.

The box under the tree as well as the motor may now be covered up with cotton batting and small twigs cut from the lower branches of the tree.

A double floor switch may be employed, to one side of which the wires from the motor, and to the other the wires to the lights may be connected.

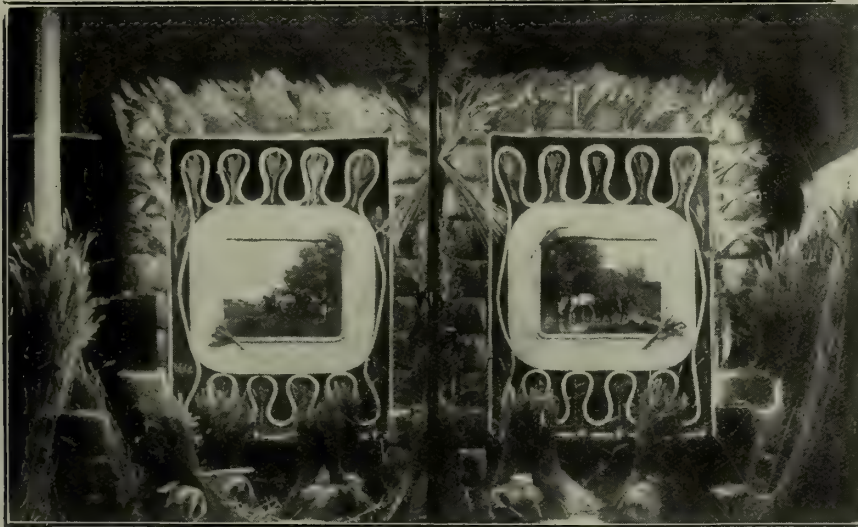
HARVEST WINDOW TRIM.

Herbert S. Doan, with the Marshall Hardware Co., Medicine Hat, has been doing some excellent work in window advertising, one of his efforts being shown herewith in the form of a harvest display made last August. Two pictures in

time, a window shown by a Poughkeepsie hardware firm during a firemen's gathering in that city may suggest ideas worth emulating.

The engine was made of 106 separate pieces of different articles. The rear wheels being constructed of garden hose

skimmers, 1 hotel egg beater, 3 milk strainers, 5 torch lighters, 4 salt dredges, 2 poker, 1 sponge cake pan, 2 sugar scoops, 1 drip pan, gas tubing, 2 bowl egg beaters, 2 wash boards, 1 Charlotte Russe pan, 1 water gage, 1 potato masher, 1 bread mixer cover.



A Harvest Window Arranged Last August by Herbert S. Doan for the Marshall Hardware Co., Medicine Hat.

rope frames were the central features, balls of binder twine being stacked around the pictures with grain on the straw to complete the seasonableness of the picture. Harvester oilers were also included in the display.

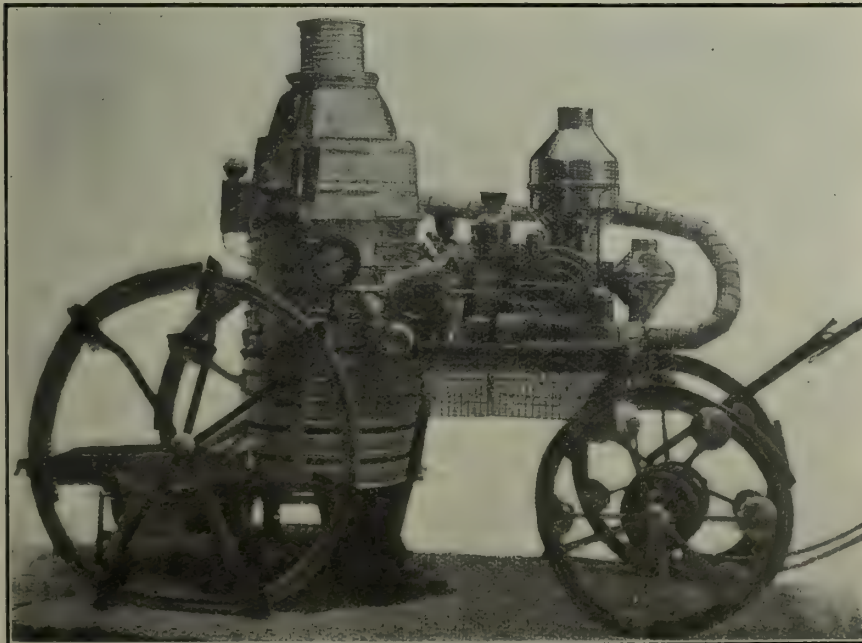
The photo was taken about 11.30 p.m. with the window lighted up with gas, a 20-minute exposure being given the plate.

HARDWARE FIRE ENGINE.

As many Canadian towns and cities held firemen's tournaments from time to

and radiator brushes, the front wheels of garden hose and skimmers, and the rest of the machine of tinware and kitchen utensils, as follows:

1 dish pan, 3 ice cream molds, 12 radiator brushes, 4 jelly molds, 11 wash tubs, 1 rolling pin, 1 flour sifter, 6 radish graters, 1 egg timer, 3 floor partition tubes, 1 bread box, 3 machine oil cans, 1 dinner pail, 1 fruit can filler, 2 sprinkling cans, 1 bread raiser, 1 cake mixer, 2 milk heaters, 3 broilers, 6 leader elbows, 1 gravy strainer, 2 potato presses 100 feet garden hose, 12 milk



Fire Engine Constructed of Hardware Articles.

A THRESHERMAN'S WINDOW.

A unique window display of hardware was recently put in by a western hardwareman, the articles displayed being threshermen's supplies. The central figure in the display was a "Merry



Harvesting Window Trim.

Widow" made entirely of articles that are used in threshing.

Above is shown a cut of the lady. Her hat was made of a coil of hose with a crown of leather and a feather duster for an ornament. The head was made of Gandy belting and the hair of hemp packing. The waist, including sleeves, was made of lace leather. The collar was made of lace leather with a leather punch for a brooch. The skirt was of leather belting and draped in coils to the floor.

The figure was well gotten up and attracted a great deal of attention.

Resultful Methods of Hardware Store Advertising

The Necessity of Publicity Recognized — How to Make Newspaper Advertising Effective—Combating the Catalogue Houses —Editorial Talks in Newspaper Ads.—Criticisms of Winnipeg and St. Thomas Announcements.

By W. F. Ralph.

It is probably true that ninety-nine hardware dealers out of every hundred in the Dominion would return an affirmative answer to the plain question: "Do you believe in advertising?" And it is probably true that even this odd one per cent. of unprogressives would be compelled to return an affirmative after one had expended a few moments in pointing out that even the sign over a merchant's doorway is nothing but a form of advertising.

No, the live question of the day is not as to the existence of a belief in advertising. The belief is there all right,

look them. But among progressive hardwaremen it is as well-established a fact that the window display possesses advertising value as it is that a planed board is smoother than an unplanned one.

The Value of Printers' Ink.

The chief advertising problem confronting the retail hardwareman is that problem which involves the use of printer's ink, the problem of bringing people into the store from distant points; the problem of expanding his business to the utmost limit possible in his community.

waremen are increasing sales through the use of a "house-organ" or store newspaper distributed among customers and prospects. Still others indulge in billboard advertising. And it is an undoubted fact that all these methods are useful under certain circumstances. The difficulty encountered by the average merchant is that of making a choice of methods.

Have a Plan to Follow.

In advertising, as in any other department of business it is well to lay out a plan and to follow it. Much of the advertising paid for by retail merchants is produced at haphazard. Advertising is such an important element of the retail business that it deserves systematic attention. An ambitious merchant does not buy his stock in a hit-or-miss fashion, dipping into this, that and the other proposition as it comes along. He follows a plan; he utilizes the earning power of every dollar of his capital; he realizes that carefulness in buying is of the very essence of successful merchandising. As in buying stock for re-sale, so should it be in buying publicity to help effect that re-sale. A plan is essential. A well-known hardware advertising man in the United States said, recently:

"You are in the Hardware or Stove business not for one year only, but to make a permanent success. Now, great developments though sure, cannot be expected right at the start; therefore, the amount of money you invest in advertising must be limited—its cost kept low.

"What does low mean? Something different for practically every dealer. I have heard of one hardware dealer in the city of Philadelphia who spends about \$25,000 a year for advertising.

"Your rent and taxes cost you a certain percentage of yearly sales. Your clerk hire and your own time charged against the business cost you a regular percentage. Put your advertising on the same business basis. Settle on a definite percentage of gross sales for investment in sales promotion in advertising.

"Give this account a page on your ledger. Each month credit the due percentage of gross sales, and charge every cent you pay out for advertising. Be fair with your business. Advertise near to the allowance. Your amount is then regulated automatically regardless of varying business conditions.

"I would be only too glad to name some definite figure for you to go by, but that must be settled individually. Make it 1 to 2 per cent., or even 5 per cent. of gross sales, but stick to it. Don't expect that article advertised to stand all the cost. It can't do it."



FURNITURE.



Rockers, Diners, High Chairs, Cradles, Tables, &c.



Bed-room, Parlor, Dining Room and Kitchen Furniture.

Undertakers' Supplies.

HOLD!!

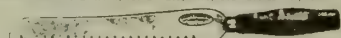
DON'T throw this away. It will cost nothing to keep, and it may prove a friend-in-need some day.

We send it to suggest a few interesting articles to you, in an interesting way, which we trust will be a benefit to you as well as to us.

We can mention only a few articles on this sheet, but if there is anything in the Hardware and Furniture line, or Buggies, Sleighs &c., on which you wish information, write us, and we will gladly advise you at once.

In this POSTPAID list you will probably see the very things you have needed for a long time.

Instant Crockery Cement for Glass, China, Leather &c. 25 cents.
"Vul Peck" Granite Cement for Graniteware, Tileware &c. 25 cents.



Lightning Bread Knife, cuts bread &c. cake perfectly, cool for hot, and through any crust, the best knife we know of. 47 cents. See cut.
Child's Silver Knife, Fork and Spoon, in lined case. 30 cents.
Nevada Silver Tea Spoons, 75 and 95 cents per doz.

Boys' Knife on chain for 10 cents. Steel Kitchen Paring Knife 10 cents.
Rubber Stamp, with name and address, good clear type, 35 cents.
Sixty inch Pocket Spring Tape, in Aluminum case, 15 cents.
Aluminum Key Chain, 15 cents; Nickel Steel one 10 cents.
Finest Steel Key Ring 5 cents.

Heliose Glass Cutter, cuts like a diamond, 25 cents.



Pocket Adjustable Wrench, 5 1/2 inches long, 25 cents. See cut.
Fine Steel Twist Grates, in secure wood handle, 10 cents.
Fine Steel Gimlet Bits, all sizes, 4 cts. Best Steel Knurling Nail Sets, 15 cts.
Bright set 1 Folding Cork Slices, 15 cts. Polished Steel Hair Curler, 10 cts.
Pocket Can Opener, and a dandy 15 cts. Joker Mouse Trap, sure catch bits.
Two Foot Folding Boxwood Rule, Brass reinforced 25 cts. Three Foot 35 cts.
Pass Door Key, fits almost all doors 5 cents.
Auto Spring Door Catch, a perfect catch and keep 25 cents.
Brass Rings, for fancy work, 5 cents per doz.
Brass Headed Tacks, 100 per 100. Brass Hooks, for fancy work 100 per doz.
Flat Paint Brushes No. 1, 100 No. 1 1/2, 150 No. 2, 200 No. 2 1/2, 250.
Williams Fine Shaving Soap 10 cents. Paint Box of ten colors, 10 cents.
Paints in Metal Folding Case 12 colors, 15 cents.
Nickel Silver Pocket Drinking Cup, in case, 25 cents.
Aluminum Pocket Comb, in case, 10 cents.
Best Rubber Combs, 7 inch 15 cents, 8 inch 20 cents.
Fine Steel Needles 5 cts. per piece. Sewing Machine Needles 25 cts. per doz.

Anything in the above list will be sent postpaid, on receipt of price.

We sell choice goods and guarantee satisfaction.

H. F. G. DREYER, The Home Furnisher, Blind River, Ont.

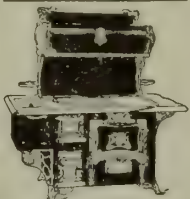
Paroid Roofing

is the most satisfactory Ready Roofing made. It is fireproof, and waterproof. PAROID on your buildings will lessen the insurance. PAROID Roofing on our buildings saved us thousands of dollars (from fire) last year," so says Mr. W. J. Cashin, of the Hope Lumber Co.

We Sell PAROID.



We carry a full line of Kitchen Tapware, Graniteware, &c. and Shell Hardware, Cutlery &c.



The "O. K." Range is a perfect Range in every detail. We, and many others have found it so from practical use. We guarantee it absolutely, and we are backed in it by The Gurney Foundry Co. There are no better makers of Stoves in Canada than The Gurney Foundry Co.



Fine Smith & Wesson Action Automatic Revolver 32 or 38 Cal. \$5.00 Postpaid.

Circular, 8 x 9 1/2 Inches, Issued to Combat the Catalogue Houses.

but considerable doubt exists as to the method of advertising. Some methods of advertising are so obviously effective—such as window display and price-card advertising—that it is astonishing that they should be overlooked by any merchant. Yet, for all that, there are a great many merchants who do over-

To those who have tried it in real earnest, who have used interesting copy and have offered genuine inducements to the public the newspaper has proved a splendid advertising medium. Others have received gratifying results from printed circulars distributed by boys or through the mails. Some retail hard-

Newspaper Advertising Best.

Decide first on a plan; and, whatever else may be included in your plan, if there is a live newspaper available use regular space in it as a part of your plan. The object of a newspaper is the dissemination of news and useful information. And the surest sign of the progressiveness of any merchant is the appearance in the local paper of newsy announcements concerning his business. You need harbor no doubts as to whether your ad. will be read or not. Few facts have been so well proved as that an attractively set, interesting advertisement is read and remembered.

In preparing copy it is well to bear in one's mind three broad general rules governing the effectiveness of newspaper advertising—Attraction, Interest, Conviction. That is to say, make your copy as attractive as interesting and as convincing as you can.

For the first rule—Attraction—the advertiser is more or less dependent upon the printer, both as regards the printer's ability in ad-setting and the facilities at his command. At the same time, it is possible for every advertiser to help secure an attractive set-up for his copy by cultivating an acquaintance with certain simple elements of a good set-up. The most important of these elements—and one with which a conscientious advertiser soon becomes well acquainted—is contrast. Contrast, in other words, means giving greater strength or weight to some part or parts of the ad. by the proper manipulation of display type, borders, cuts, body type and white space. While it is hardly practicable to set down hard and fast rules concerning the getting of contrast it may not be out of place to suggest one or two things to be avoided:

Don't crowd the space, as in the majority of cases a liberal allowance of white space is essential to contrast.

Use display type sparingly, and avoid getting lines of display type in close proximity to each other or to heavy-toned cuts.

Remember that for most purposes words set in upper and lower case—that is capitals and small letters—are more easily read than words set in all capitals.

Be careful, when showing cuts, not to place side by side cuts of the same size, one illustrating a small article like a razor and the other a large article like a lawn-mower; keep good proportion.

If you are using a border, whether of printer's rule or a special border cut, be sure and allow for ample margin between the edge of the copy and the border.

If you are using less than a quarter page space on a page where display ad-

vertising predominates over straight reading matter, provide something strong in the way of a border so that your advertisement stands out distinctly from its neighbors.

Neatness and Attractiveness.

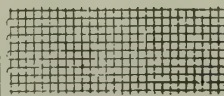
Neatness stands next in importance to contrast as an element in the getting of an attractive set up. In some cases, such as in large spaces, neatness is

lary. As regards the latter—vocabulary—be natural. Don't strive after a literary style unless it comes natural to you. Talk on paper as you would man to man, avoiding alike self-conscious stiffness and undignified tomfoolery. A good plan that many merchants are said to follow is this: Select one of your customers as representing the average person with whom you have dealings, and keep him in mind when you

STANLEY MILLS & CO., LIMITED

Thursday, Aug. 5, 1909

STORE CLOSÉS AT 5 O'CLOCK DAILY (EXCEPT SATURDAY)



Wire Cloth, closely woven, excluding flies, mosquitoes, moths, millers and all other insects, for covering cellar windows or re-newing wire doors and regular house windows, also for wiring in verandahs.

Wire Cloth is made in all widths, from 18 to 40 inches, and the price is from 10c per yard upwards, according to width. All widths in stock here, and any length cut to order.

Galvanized Garbage Pails

The only sanitary garbage receptacle manufactured, made for everyday kitchen use, and made to wear and last. Each is constructed of heavy galvanized iron stock and will not rust, and each is complete with bail and cover. Made in three sizes, medium 85c, large \$1, and extra large \$1.50.

Garbage Barrels

Made of extra heavy corrugated galvanized steel, with heavy handed bottom and top construction (warranted not to dent), and with handles and heavy galvanized cover. Made for ashes and garbage. Will neither rust nor rot, and the garbage men have failed to bruise them. Two sizes, \$1 and \$1.50 each.

Rubber Garden Hose



The dry season is on in earnest, and rubber garden hose is one of our specialties.

The hose we sell is all 4 ply canvas and rubber, and is far superior to the ordinary 3 ply hose usually sold in most stores. Our price is

10c PER FOOT.

And only sold in 12½, 25, 37½ or 50 foot lengths. Couplings and clamps cost 20c per length extra. Brass Nozzles cost 45c each. Revolving Hose Reels, on wheels, only \$35c each.

Next Thursday our advertisement will have special reference to Carpenters' Fine Tools. Watch for that advertisement.

Hardware Dept.

14 North James St. Hamilton

Entrance from James street or through subway from King street.

The Common House Fly

The warfare against the fly as a disseminator of disease is urged as a public duty. This is the story in a nutshell.

Scientific observers tell us that there are no fouler things in nature than common house flies. They thrive in dirt and defile all they touch, carrying typhoid germs as naturally as a man carries mud on his shoes. Medical experts will never eliminate typhoid fever so long as the house fly is allowed to exist. Greatly improved conditions are, however, possible and most desirable. The lesson is clear, and every citizen should help to the utmost to destroy this common pest and danger. Great progress has already been made along this avenue—especially so with regard to screens on self-closing doors and wire windows, and the time is not far distant when all verandahs will be entirely screened with wire cloth. This is only a step, however, and should be followed by galvanized metallic garbage barrels with covers, made compulsory by city by-law, and all wooden receptacles of this nature destroyed by fire.

It is not our business, however, to tell the people what they ought to do, or what they will be doing in five years from now. We are store-keepers, and it's our business to supply the demands of the citizens for merchandise of every kind. Wire Cloth, Wire Doors, Wire Windows, Spring Door Hinges, Galvanized Garbage Pails and Barrels (all with covers) and all such articles are specialties of ours, and we invite your inspection. If we can't sell you these goods, it will not be the fault of the prices.

Respectfully submitted,
STANLEY MILLS & CO.,
Limited.



Wire Windows and Doors

This advertisement would leave no impression if we failed to give you some good idea of the cost of Wire Doors and Wire Windows.

Adjustable Wire Windows cost 15c, 18c, 20c, 25c, 30c, according to size.

Kitchen Doors, plain patterns, oak grained and complete with spring hinges, are 90c each.

Slide Doors, complete \$1.25.

Handsome Oak-Grained and Varnished Front Doors, with trimmings, are \$1.50, \$2 and \$2.25 each.

There are three regular stock sizes of all patterns of Wire Doors. The sizes are all alike in price. Always bring measurements with you.



Mrs. Potts' Smoothing Irons, with always-cold removable handles; three irons in each set with one handle and an iron stand, plain finish. Per set, only 85c; full nickel plated, per set, only \$1. Extra Potts' Iron Handles 10c. Improved Potts' Iron Handles 15c. House Sleeve Polishing Irons 40c. Charcoal Smoothing Irons, \$1, \$1.25. Downswell's Best Clothes Wringers, ONLY FIVE DOLLARS EACH.

Hammocks

If its good value in Hammocks you wish, we have it here.

Hammocks at all prices up to \$4, \$5 and \$6 each, but for good serviceable value those we sell at only \$1.50 each are excellent. The colors are permanent and the body very closely woven, giving strength. The same hammock with fringe or valance, is only \$2 each. See these values.



Hammock Hooks, pair 10c, 15c

STANLEY MILLS & CO., LIMITED

Free Beach Delivery on Wednesday

Live Advertising Done by a Hamilton Firm.

even more important than contrast, as neatness contributes largely to legibility.

Attractiveness is comparatively easy to obtain; but putting interest into an ad. is a different proposition. The printer cannot help you here. Your success depends upon your knowledge of your stock, of your acquaintance with human nature and upon your vocabu-

are writing copy. And keep at it, "practice makes perfect."

The greater a merchant's knowledge of human nature, and the nearer that knowledge comes to being first hand, the greater his chances of writing interesting ads. The main value of a knowledge of human nature in advertising is that it enables one to surround cold merchandise with the warmth of

human interest. It enables one, when advertising—say—a lawn mower, to put that machine on a lawn with a man pushing it. Make it interesting from the standpoint of its usefulness to a human being rather than upon a mechanical excellence that may be quite non-apparent to your average customer.

Make Definite Announcement.

While speaking of interest as an element of effectiveness in advertising copy it is well to emphasize the need of being specific in every ad. Advertise something definite. There is little of sales-promoting suggestion in such an announcement as "Our stock of shelf and heavy hardware is complete," especially when the ad. is addressed to

each case must necessarily be decided upon local conditions and circumstances and the ingenuity of the merchant.

Combating the Catalogue Houses.

The problem of combating catalogue house competition in a district where there is no well-circulated local newspaper is a problem which has confronted many hardwaremen in the newer portions of the country.

H. F. G. Dreyer, Blind River, Ont., has found it necessary to adopt some plan to hold his local trade and mails a circular every week to one thousand or more farmers and residents in his locality, one of these being reproduced here in reduced size. It is a single

preacher pronouncing the benediction, might have been left out without injuring the effectiveness of the circular. The first sentence after the headline, "Don't throw this away," would make a somewhat better headline than the word "Hold." The sentence at the bottom of the sheet, "Anything in the above list will be sent postpaid on receipt of price," is worth displaying in more prominent type. Better display of the whole circular might be obtained by folding the sheet once and arranging the printed matter on all four sides of the 4-page pamphlet thus obtained. In its present form there is little opportunity to display effectively the various items and their prices.

Editorial Talks in Ads.

It is always a pleasure to scan the newspaper advertising published by Stanley Mills & Co., Hamilton, Ont. The ad. reproduced here in reduced size is typical. The copy is informing and the prices plainly stated in each instance. A special feature of this ad., and one that may well be calculated to leave a lasting good impression upon its readers, is the "editorial" concerning the fly nuisance. The reading matter in this "editorial" is worth reading for its own sake and quite apart from its straight forward mercantile suggestiveness. Advertising of this nature is possible for every progressive hardware store in the country; and it is certainly a form of publicity that will produce results, both in the form of immediate sales and in enhanced reputation. The editorial is backed up with the announcements of a number of seasonable articles each of which is introduced by an explanatory paragraph, with the price emphasized in each case.

Two Ads. Criticized.

C. C. Falconer & Co., North Winnipeg, in sending a couple of ads. for criticism state: "We have four years experience of most consistent advertising and that experience teaches us that nothing of material advantage will result from spasmodic advertising, but only by setting a certain pace and keeping everlastingly at it, the result of which we are now enjoying."

One of the ads. is reproduced in reduced size, its chief weakness being the use of three large cuts where one would have been more effective, the result being that the ad. is too crowded at the bottom. The use of the testimonial is a good plan as it helps to remove doubt in the minds of probable customers. A better arrangement would have been to have featured the range referred to in the testimonial below the upper right hand corner with the letter alongside. The compositor could then have displayed the remainder of the ad. to better advantage.

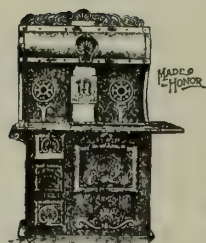
WHAT OTHERS SAY!

The best proof we can offer of the good qualities of our "Treasure Ranges" is the long list of satisfied customers who are using them today. What one says:

C. C. Falconer & Co.
Dear Sirs:

My wife has been using one of your "Treasure Ranges" for over two years and likes it better every day, being a perfect baker and very economical on fuel.

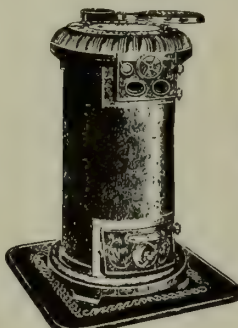
Respectfully yours,
J. J. JOHNSON,
361 Atlantic Ave.



DOMESTIC TREASURE

This is a four hole range, large enough for a small family, or where your kitchen is not very large.

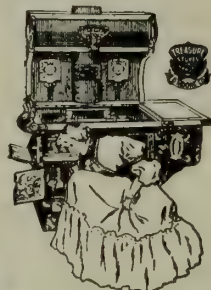
Square	\$26.25
Square and High Closet	\$33.50
Complete with Reservoir and High Closet	\$40.00



THE IMPROVED QUEBEC

We claim that this new Quebec will save the price of itself over the ordinary heaters in one winter's use and they will last for ten years. We invite you to see this wonderful heater.

No. 3	\$9.50
No. 4	\$11.50



WESTERN TREASURE

The "Western Treasure" has six No. 9 holes, a large oven which has two ply steel, lined with asbestos, heavy duplex grates for coal or wood, and of the latest design.

Square	\$33.50
Square and High Closet	\$43.00
Complete with Reservoir and High Closet	\$49.00

Our Business is a North Winnipeg Business.

C. C. FALCONER & CO.

Cor. Selkirk and
Andrews Streets
PHONE 4398.

Winnipeg Ad in Which too Many Cuts are Used.

the general public. Be specific in every ad. and be seasonably specific. As the various seasons of the year come and go take advantage of every occasion to exploit the seasonable lines in your stock. Let the people know where you are, what you've got and for what you are willing to part with it. That is the way to get interest into your copy.

As for the element of conviction: This is usually produced by the price asked. Not that cut price is essential, as such is by no means the case. In wording his copy it is up to the merchant to justify the price he is asking, and this is something upon which it would be hard to formulate a rule, as

sheet printed on one side only containing quite an extensive list of articles with prices attached. This plan proves Mr. Dreyer to be a resourceful merchant willing to play the catalogue houses at their own game and one thing in his favor is that his "catalog," though far less pretentious than that issued by the monster catalogue houses, reaches the people on his mailing list with much greater frequency.

On the whole the circular reproduced is very good though there are some points that might be improved. The picture in the top left hand corner, depicting the upper half of a scantily clad colored child in the attitude of a

It is a common custom for retailers to use large cuts in their ads. just because the manufacture has supplied that size. How much more effective, for instance, the Falconer ad. would have been if the "Domestic" and "Improved Quebec" illustrations had been about one inch in width so that they could have been used in one column space alongside the prices and descriptive matter at the bottom of the ad. Where the manufacturer does not supply such small cuts the retailer can have copies made in reduced size for about half a dollar each.

The McMurtry Hardware Co.'s ad. taken from a St. Thomas paper in February begins with a catchy head line and follows up with practical advice to "see our window" and "watch our ad." The attempt at poetry is out of place, however, in a hardware newspaper advertisement and the effort made to make the lines rhyme could have been employed to far greater advantage in telling something about paints and their utility in making buildings more long-lived. Why not a paragraph about the spring being the time to paint the house

outlining the general purpose of the ad. Follow this with a short, crisply written "editorial" upon the advisability of buying "here and now," and the un-wisdom of allowing such an opportunity of effecting economies to pass because the need, though sure, is not immediate. Then split the space up into neat sections, using cuts wherever possible, displaying names of articles and their prices in black face type and the descriptive or "persuasive" matter in lighter face type. Use cuts wherever possible, line cuts always, never half-tones, as these latter, especially when small, are not at all suitable for newspaper work. In the event of the ad. being placed on a page containing a large quantity of other display advertising, it is advisable, in most cases, to outline the space with a fairly heavy rule border—say about six point—with rounded corners. This has the effect of avoiding confusion of your ad. with its neighbors. Place the firm name and address at the foot of the ad., and use the same style of type all the time for this purpose. Many advertisers get a name plate specially designed and engraved and use it on all their advertising matter. This is a good plan as the public soon becomes familiar with the name and will always associate it with the nature of the goods advertised.

THE ADVERTISING APPROPRIATION.

"I believe that every merchant, both large and small, should make an advertising appropriation by percentage at the beginning of each year," writes J. T. Templeton in the Hardware Dealers' Magazine. "It should be based upon the gross sales of the preceding year, and the per cent. should depend upon the character of business, as well as the local conditions."

Any hardware merchant can afford to spend from three to five per cent. of his gross sales, provided it is handled in the same systematic and careful way he purchases his goods and keeps his books. As soon as the appropriation has been made it should be apportioned, showing exactly how it is to be spent during the year.

The apportionment of a \$1,000 appropriation, subject to revision from month to month, might be made as follows:

Spring, \$250, averaging about \$18 per week during March, April and May.

Summer, \$175, averaging about \$13 per week during June, July and August.

Autumn, \$400, averaging about \$30 per week during September, November and December.

Winter, \$175, averaging about \$13 per week during December, January and February.

This idea of form can be adapted to any size appropriation, and can be am-

plified by adding to it the media upon which the apportionment is to be spent.

If this form of apportionment is adopted and kept from year to year, it becomes invaluable as a guide and record. It also aids in planning sales and campaigns a month or two in advance as illustrated by the following diagram:

January, our annual clearance sale

February, after inventory sale.

March, are you going to paint your house this spring?

April, housecleaning time.

May, fishing tackle sale.

June, we furnish the bride's kitchen complete.

July, camping outfits and fruit preserving utensils.

August, summer clearance sale.

September, fall stove campaign.

October, sporting goods and Thanksgiving sales.

November, demonstrations of stoves, food choppers, etc.

December, Christmas gifts of exceptional merit.

Bear in mind that it is the idea or form to which attention is called rather than to the different sales, because what one would advertise from month to month will depend upon his business, locality, conditions, etc.

It is however important that you lay out or make a diagram of your plans and sales for each season and month as soon as your appropriation has been apportioned, as this will give you sufficient time in which to prepare copy and familiarize the sales force with the sale that is to be run the following month.

If you were having a \$1,000 house built would you give a contractor a check for \$1,000 and tell him to do the best he could? Or would you have the architect—

First—Submit plans, together with a front and side elevation, in order that you might get the best possible idea of how the house would look when completed?

Second—Wouldn't you have specifications submitted, showing exactly of what material and the kind of workmanship the house was to be constructed?

Third—Wouldn't you have the \$1,000 apportioned, showing the cost of the foundation or stone work, the brick work, the plastering, the plumbing, the hardware, etc.?

If the above procedure is necessary and important in building a house why isn't it equally important in handling an advertising appropriation, where the same amount of money is involved?

It is really a great deal more important, because when you give the contractor \$1,000 you are sure of getting some kind of a house, but when you give a man \$1,000 to spend on advertising you are not sure of any return without it is handled in the right way.

Brighten Up

SEE OUR WINDOW.

WATCH OUR AD.

There is one thing in which we all agree,
Make all we can and do it honestly,
That being the case, we expect right along
Your orders for Sherwin-Williams Paints coming in strong.

Our prices are right, our paints are a 1,
The best thing on earth to push business along,
We keep a big stock on hand; it doesn't pay to taint
With such a good thing as the **Sherwin-Williams Paint.**

McMURTRY HARDWARE CO

East End : Opp. Railway St. West End : Opp. Iroquois Hotel.

Well Set, But Poorly Written.

or the kitchen floor, about the well-known quality of the line advertised, or about the firm's willingness to supply suggestions regarding decorating effects to any who are thinking about painting this year. But poetry—even if good—cannot be expected to bring results and consequently the money spent for the ad. is wasted.

The Size of Advertisements.

It is, gratifying that so many hardware merchants are producing better and better advertising. The form usually adopted, and one that seems peculiarly suitable for hardware advertising is the use of a space two, three or four columns wide by about ten inches deep, the Stanley Mills ad. having been 6½x11 inches, and the Falconer announcement 6½ x 8½ inches.

Commence the ad. with a catchy headline, such as "Every Item Means a Saving," or some other form of words



SALESMANSHIP

On the Road and
Behind the Counter



Salesmanship in the Retail Hardware Store

Some Samples of Good and Bad Work Done by Men Behind Hardware Counters—Opportunities Frequently Lost by Merely Giving Customers What They Ask for or by Not Being Able to Answer Questions Intelligently.

By John Hall.

The selling of hardware over the counter, to be signally successful, must be built on good service, and that particular thing is not very prominent in the average store. If any man questions my ground for making this statement, let him go into the average store to buy something and note particularly how the average clerk will serve him.

There is no use shutting your eyes to these things, but let's be honest enough to see the trouble as it is, and look for the cause. The time he gets down in the morning, the time he leaves at night, is placed higher than what he brings into the store when he comes. The amount of work is of more importance than the quality of his service. These things are making our retail clerks clock watchers and pay-day lookers, more than ambitious, pains-taking, careful, loyal servers behind the counter.

A Pocket Knife Experience.

I recently went into quite an important retail hardware store to buy a pocket knife. Two salesmen were behind the counter talking to each other, with their backs to the front door. As I walked to the counter one turned around and said, "What do you want?" I asked for a pocket knife. He took one, price 50 cents, out of the case and laid it on the glass and said nothing. I asked, "Is this a good knife?" "Sure it is," was the reply. "How do you know?" I asked, and he replied, "Search me." Would you call that a high order of intelligent service, very brilliant salesmanship?

I felt a profound sorrow and pity for this young man, because the proprietors of that store had neglected their duty to him, to their business, to the public.

There had been no awakening in this boy's mind, in his soul, to the great and beautiful ideals of salesmanship, the standard of which is to wait on each customer that comes into the store in such a way as to make them glad they came and cause them to look forward with pleasure to the time when they will have occasion to come again.

Individuality and personality are the first factors in the ideal man behind the counter, the measure of his usefulness is limited only to the extent of his ability to gain and hold the confidence and esteem of the customers he serves.

To do this he must be clean of person and clean of speech, good natured, happy, glad he is living and not afraid to let the world know it, tactful, gentle, honest, truthful and possessed with an inexhaustible stock of patience and politeness.

He must learn to do the common things uncommonly well. He must know his stock, how each article is made and the purpose for which it is used; he should select his words so as to form well rounded sentences that will convey to the customer quickly, accurately and intelligently his meaning.

He should know about iron and tin, lead, nickel and silver, how mined and how refined; he should understand the properties of steel, brass and bronze metal and how made. He should know the principal woods used in the business—hickory, oak, ash, boxwood, cocobolo, ebony and rosewood, where they grow and why each is selected for the purpose used.

This is the average man. I am not drawing the picture of a genius. These things I name you merchants all know; then why not teach them to your clerks?

It is a standard to which each man should measure before he is put behind your counter to represent your interest and your good name to the public.

When you start your lessons to your clerk, remember this law in selling: When a man or woman spends money in your store they are buying a picture, and the setting or framework is the intelligence of the clerk. Do you question that—when you got the hat you wear you put it on your head, looked in the glass, and if the picture suited, you bought it.

No man living to-day can look at a tool and tell whether it is good or bad, correctly tempered, fine or coarse grain, and when the carpenter buys your hatchet or saw he buys what it looks to be, and what it is described to be by the salesman.

Talk Quality to Customers.

When Mrs. Jones comes into your store to buy a stove or lamp, no matter what she says, the chances are largely in favor of what she has in her mind is the picture of a better stove or a prettier lamp than Mrs. Smith or Mrs. Brown, have in their homes.

Another law this clerk behind the counter should learn is the customer talks low price and wants a high quality, and it is certainly an easy matter to sell a man what he wants. Do you question that law?

Take three pocket knives, \$2, \$1 and 25 cents in value. Hold them in your hand. Say to the 10-year-old boy: "Help yourself; take your choice." What will he do? Take the best every time. Does the child reason? No; he follows the law of quality planted in his soul by his Maker, and it will not leave him even though he reaches four score and ten.

I recall an incident that illustrates this point very forcibly. There were three hardware stores in the town. A farmer was building a home and asked each for prices on a list of locks, butts, etc., made out by a carpenter. The cost of this lot was approximately \$75. One merchant made a price of \$80, the other, \$81.50, and the third told this farmer the simple

story of builders' hardware as it should be told, and sold a selection as made by the farmer, amounting to \$200.

If the clerk behind the counter cannot do this it is stupid ignorance on his part and a suggestion of indolence on the part of those who pay his salary. This farmer did not know what he wanted, and when he found a man with brains enough to tell him he bought the proper goods and was willing to pay a satisfactory profit.

Builders' hardware is one of the most profitable lines the salesman behind the counter can sell. He must understand it, and it is your part to see that he does.

Delivery Clerk, Not a Salesman.

It is not necessary for me to say that the retail clerk who gives the customer the one article asked for and lets him go out is not selling goods. He is simply a delivery clerk, not a salesman, and by the same rule the clerk who is satisfied to take his share of the trade that comes to the store is not awake to his opportunities.

He should personally know and solicit the trade of every householder in his section of the town where he lives. The carpenters and builders should be his friends. Every man, woman and child of his acquaintance at some time buy something in the hardware line; it should be his pride to see that they buy it at the store where he works.

Every new home that is built means housefurnishing goods, that will be purchased somewhere and the salesman that uses his "thinker" gets the business. To be an ideal salesman the clerk must not alone give him time, but his brains to the store he is in.

The clerk should remember that the goods usually come in and go out the back door, but the customer always comes in the front. Therefore eyes to the front, whether on the floor or on the ladder. When a man or woman crosses the threshold of the store they are not to be considered as strangers within your gates to be done, but as friends to be done for. They should not be greeted with "What do you want?" but a courteous "Good morning, can I be of service to you in any way?"

Every word that the clerk says, every move that he makes should convey the desire to please. Avoid saying, "This is what you want." "This is what you should have." Most people, and all sensible people resent it. Put it this way: "If it pleases you, I am sure this article will be suited for the purpose." "Permit me to recommend this article as being one that will give you entire satisfaction when put into use." "If the

article pleases you now, I am sure you will like it more after you use it."

The salesman should never use the words, "We guarantee it," in describing any article, as it has unfortunately little meaning in this age. The intention should be clearly defined: "We will with pleasure replace it if it proves defective or even unsatisfactory in any way."

Don't Talk too Much.

One of the most serious mistakes made by young salesmen and sometimes by the older ones is to talk too much; always leave something to the imagination of the customer, and when he says "I will take it," stop talking about the article and take up the weather. Never be emphatic; it jags on the nerves. Don't talk loud. Quiet men are usually men of force and most always command respect.

When the customer is through and ready to go, don't delay him and do not use the parrot-like expression, "Call again." Send him away with a pleasant recollection of your store. Say, "I like to wait on you and hope you will favor us when you have occasion to buy anything in our line." The customer gets it stamped on his memory that it was a pleasure to wait on him, and it will cause him to look forward with pleasure to the time when he will have occasion to come again.

The main point that I have tried to make in this talk is that the retail clerk, to be signally successful as a salesman, must command the confidence and respect of the public, and he cannot do that to your profit unless he understands your goods and knows how to talk about them intelligently.

The old-time hardwareman will tell you that it takes a lifetime to learn the business; do not let us subscribe to any such foolish, false idea, as it has no foundation of fact. Any bright young man under 25 years of age can, if he applies himself faithfully and industriously, learn in six months all that he needs to know about all of the goods he sells.

He cannot have ripeness of judgment; that comes alone with years of experience, but he will have youth, health and enthusiasm, the big assets that we usually leave behind us when we have lived long enough to get experience.

A salesman is a person who takes the initiative in opening negotiations for an article sold. A clerk is one who is in charge of a stock of merchandise from which he fills the buyer's specifications.

A clerk's spare time should be spent in arranging and cleaning the stock.

TOAST TO TRAVELING MEN.

By James Whitcombe Riley.

Could I drink of the nectar the
 gods only can,
I would fill up my glass to the
 brim,
And drink the success of the trav-
 eling man
And the house represented by
 him.
And could I but tincture this glo-
 rious draft
With his smiles as I think of him
 then,
And the jokes he has told and the
 laughs he has laughed,
I would fill up the goblet again.

And drink to the sweetheart that
 bade him good bye,
With a tenderness thrilling as
 this
Very hour, as he thinks of the tear
 in her eye
That saddened the sweet of her
 kiss.
To her, truest of hearts and fairest
 of hands,
I would drink with all serious
 prayers.
Since the heart she must trust is
 a traveling man's,
And as warm as the ulster he
 wears.

I would drink to the wife, with the
 babe on her knee,
Who awaits his return in vain,
And breaks his brief letters so tre-
 mulously,
And reads them again and again.
I would drink to the feeble old mo-
 ther, who sits
By the warm fireside of her son,
And murmurs and weeps o'er the
 stockings she knits
As she thinks of the wandering
 one.

I would drink to the strangers and
 friends
Who have met him with smiles
 and good cheer;
To the welcoming hand that good
 fellows extend
To the wayfarer journeying here.
And at last when he turns from
 this earthly abode,
And pays the last fare that he
 can,
Mine host of the inn at the end of
 the road
Will welcome the traveling man.

Salesmanship Requires a Knowledge of the Goods

Suggestions for the Clerk to Follow if he Wishes to Become a Successful Salesman and Merchant—The Time to Begin Gathering Knowledge About the Goods in Hardware Stores is When the Future Clerk Commences to Sweep the Store and Dust the Shelves.

By Weston Wrigley.

Merchandising is something more than merely handling goods over the counter. Something else is required and that something else is a knowledge of the goods, and a desire to serve the customer by giving the best service and advice that can be given regarding the making and utility of the goods sold.

To know the goods and give good service, the merchant must first have been a clerk—not a time-server, but a willing worker, who realized that for his own good (if not for the boss's), he should employ his time faithfully and learn all that could be learned regarding the stock and how it was bought and sold.

A Toronto jobber not long ago remarked. "It's almost impossible to get good hardware clerks to-day, men who know all branches of the trade, as the clerks of ten or twenty years ago did."

There's a good deal of truth in this, and there are reasons for it. In the old days a merchant required his clerks to stay with him a term of years, and in return he taught them what he knew about the business. But with the opening up of the country, opportunities opened up, which called the young men away. And the coming of the age of specialization made some clerks devote their energies to window trimming, to builders' hardware, to selling stoves, etc., until now it is hard to get the all-round man.

It's up to the Clerk.

In this age clerks must rely upon themselves. If they show an interest in what they are doing they will receive encouragement. But if they are content to be time-servers, to dodge the dirty work of dusting the shelves, keeping the stock, the store and the cellar clean, they are not likely to receive much notice from their employer, or from the traveler or other hardwaremen, who are always looking for assistants with a willingness to work.

I heard of a young fellow who worked for three years in a big Toronto store without getting a raise. He was a plodder at keeping the stock clean, but did not take advantage of his opportunities of learning about the goods. A friend came in one day and asked him how he was getting along, and was told that he was still dusting shelves.

"You mean reading a hardware catalogue, don't you?"

"No. In all the time I've worked here I never saw a catalogue."

"Well, then, open your eyes. Some people never learn more because they never see more to learn. Those shelves you dust are your catalogue. What are those things I see there in those long boxes?"

"Those are ship augers."

"What are they for?"

"I don't know."

"How much are they?"

"I don't know; they never tell a fellow a thing."

"Whose make are they?"

"I don't know."

"What sizes have you?"

"Well, the box says they are made in sixteenths, but I don't know what sizes we've got."

"No wonder you get but \$5 a week. You don't deserve any more. With your five years' experience you should be a well-informed hardwareman."

Study the Goods in Stock.

The more the clerk knows about the goods sold in the hardware store the better chance will he have of having a store of his own, and a nice house to live in when he is old enough to marry, and have a family. The boy who pays attention to business is usually a better sport after hours than the fellow who has his thoughts always on a ball game or a fishing expedition, and puts no heart in his work. Admitting that knowledge of the goods is essential, how to get that knowledge is the next consideration.

There's no better time to do this than when a clerk. By taking an interest in the stock, handling the goods as often as possible to keep them clean and salable (and incidentally familiarize yourself with all the points), and by spending as much time as you can on reading the catalogues and trade newspapers coming into the store, reading both advertisements and editorial pages, a stock of knowledge will soon be accumulated which will enable you to talk intelligently with the travelers, when they are waiting for the boss or waiting for train time. Jot down the points which you want more knowledge upon and when a traveler is free, ask him for informa-

tion. He'll try to enlighten you, and if by chance he cannot do so, he'll make it a point to learn and advise you as no traveler likes to let a merchant or clerk think he doesn't know the goods he sells.

Follow this plan through the first two or three years of clerking and your employer will soon realize that he'll have to pay you fair wages to retain your services. But don't get a swelled head and think you know it all. You don't and won't—not if you spend your whole life-time in the business. But its probable that you'll know as much about the stock as the boss, if you study the goods, catalogues and trade papers diligently, as far too few bosses have taken the next lesson in learning about the goods they sell—that of visiting the factory to see the goods manufactured.

Visit the Factories.

After learning as much as possible around the store the clerk's ability will have been recognized, and he will be promoted to a position where he can pick up ideas about buying, about how the office is run, how the inventory is taken, he can try his hand at window trimming, and possibly at ad-writing. But he should still keep on studying the goods.

When summer time comes, and the boss gives you a fortnight's holidays don't spend it in lounging around. If you are young and healthy you don't need a rest—it's a change that you want. Why not, then, buy a ticket to Montreal, Toronto, Hamilton, Winnipeg, Vancouver, Halifax or St. John and spend part of your time going through the factories, where the goods you sell are made. A letter from your boss will secure you entry into any hardware factory, and if the boss is wise he will encourage your enterprise, by paying for your railway ticket to the city where the factories are located. After such a vacation you will go back to work better able to serve (1) your employer, (2) the customers you wait upon, and (3) yourself, as you must succeed in serving others before you can serve yourself.

Traveler Learned a Lesson.

The experience of a stove salesman out in Manitoba is worth repeating. He'd been selling ranges for several years, but had never thought it necessary to know much more about his line than he learned out of his catalogue. One day circumstances threw him into the company of a sewing machine salesman, and together they called at a farmhouse. They had drawn lots, and the sewing machine man had first turn, so he began, not with an argument to SELL his machine, but how to SHOW it. This point

gained, he demonstrated it and proved his ability to operate it, and do all kinds of fine work. While thus engaged a second sewing machine agent happened along, and, representing one of the best makes on the market, he started to boost his line.

The farmer's wife said she was willing to be shown, and if he could show that his machine was the best, he could have the order, as she wanted a machine, and knew his line by reputation. Here was a fine chance for him to make good. The customer was rather prejudiced in his favor. But he fell down badly, as while he had been selling machines for ten years, he could only TALK, while the first machine man could DEMONSTRATE.

As the stove salesman who tells the story said:

"I've known all along that a good demonstration was an unanswerable argument, but I never quite realized what it meant until I saw that young fellow with an intimate knowledge of his comparatively unknown line, by a few minutes' work set aside the influence of thousands of dollars spent in advertising, and the well-established reputation of the standard machine.

"It's the man who knows his goods, and knows his 'talking points,' when he sees them, that's going to get the business, no matter what he's selling, and the clerk who follows the suggestions given as to studying the goods and catalogues, reading the trade papers and visiting the factories, is the one who stands the best chance of being the successful merchant of to-morrow."

Seven Phases of Retail Salesmanship

An Analysis of the Points of Contact Between the Retailer and His Customer—The importance of Personality in every business Enterprise.

By H. N. Tolles.

Confidence is the basis of all trade. It is impossible to build any business or successfully promote any enterprise without the element of confidence entering. Confidence in any institution is made up of the sum total of the confidence which is secured through the personality of all the persons employed in that institution.

Personality is more than good looks and good clothes. It is that which rings true in the voice, which flashes sincerity in the eye, which reflects honor and honesty in every deed and business dealing.

When the individuals of an institution attain success the institution is all right; when the institutions of a community are all right, the cities are all right; when the cities of the state are all right, the state is all right; when the states of a Union are all right, the Union is all right. Therefore, in the last analysis the business problem is primarily a problem of the individual. "The science of business is the science of service—he profits most who serves best." This is the universal principle. The firm that succeeds must ever keep in mind the idea of quality of goods and excellence of service. The employe must harmonize with the heaping-measure-pressed-down-service principle—not how little, but how much can I do?

Confidence is the basis of all trade. Let the confidence of the patrons of any business be shattered or destroyed

and that institution will close its doors and hang up a "For Sale" sign.

Seven Points of Contact.

There are seven ways in which an institution comes in contact with its patrons and builds confidence.

1. Through the advertising. Good advertising men to-day earn some of the largest salaries in the business world. This in itself is evidence of the importance of advertising. Liberal advertising, carefully worded and attractively displayed, is one of the best ways of creating confidence in any institution. When advertisers consider that in most media the cost per word is more than is charged in telegraphing or the cable message, they will realize the importance of weighing every word and studying carefully the construction of ideas which they wish to convey to the general public.

2. Through the window display. I recently saw the window of a store which advertised to be "par excellence" in fittings and furnishings, and yet the window of this superb store was full of dead flies and accumulated dust. We should realize that the windows are the eyes of the store; they should be kept bright, pleasing and attractive. Successful decorating is a high art. Other things being equal, people like to go into stores where the display windows reflect dignity and refinement.

3.—Through the telephone. Many institutions depend largely on building business through the telephone service. A soft, cultured voice, with polite, courteous attention to the customer, is a wonderful force in building business. Abruptness should never be tolerated.

4. Through the correspondence. Frequently too little care is given to the appearance, spelling and punctuation of the letters that go from some of the best houses. The letter should be gotten out with the idea of creating confidence and bringing results. Even the best letters are often spoiled by sloppy folding and enclosing. Many customers are never seen or reached except through correspondence. It is, therefore, very important, if we wish to build and hold patronage, that the letter should be as strong as human skill can make it.

5. Through the salesman. While in the broad sense the entire institution is established to sell goods for a profit, and is therefore the salesman, yet, individually, every sales person making up the composite personality of the institution should be of the highest possible type. We need not only men who can make quick sales and produce good results, but they should be business builders in every sense. The most meritorious merchandise that science and invention produce, the most attractive display of it and the most carefully planned advertising, do not guarantee success unless supported by active, intelligent salesmanship.

6. Through the delivery service. There is nothing quite as exasperating to a customer as to find pledges of prompt delivery service unfulfilled. Neatness in packing, regularity in the time of service, well-fed and well-groomed horses and frequently painted and varnished wagons all tend to make a favorable impression upon a customer.

7. Through the bills. A Philadelphia merchant told me recently that he prided himself on the carefulness, the arrangement and accuracy of his bills and monthly statements. Many customers have been thoroughly satisfied with the service until they get their monthly statements. Mistakes and errors, as well as untidy appearance, have a disastrous effect upon a customer's confidence in the firm.

Realizing that the advertising, telephone service, window display, salesmanship, delivery service and billing are all factors in the establishment of confidence and of maintaining it, it would be well for us all, as business men, to check over these various items to see if there are any leaks in our business through any one of these channels.

The Importance of Personality.

When we pause to consider, we will see that back of every one of these seven confidence builders there is a personality. It is, therefore, an important thing that we should determine in this problem of success the value of every employe, and apply every means toward strengthening the personal equation. Like a chain, no institution is stronger than its weakest link, and no employe is stronger than his weakest link.

I find in traveling from city to city that most firms spend more money in polishing the brass and the windows and varnishing their wagons than they spend on polishing or developing of their brain power—the real dynamic force back of the business.

Mr. John Wanamaker is putting in a complete educational system for every one of the 15,000 employes in his two stores in Philadelphia and New York. Every one, from wagon boy to the general manager, is required to study and attend lectures two or three times each week. No one is excused. The entire expense of thousands of dollars is charged to the firm.

THE ONE-PRICE SYSTEM.

Some years ago a man started a small store in a large city. Then the "take-what-you-can-get" system was in vogue in that town. After a year or two he felt that was not the right thing to charge one man \$3 for an article and sell the same to another for \$2.50. At first he was afraid to change to the one-price system, as he was a beginner and did not have much capital. Would it not ruin his business? Wouldn't his customers go to the larger stores where they could dictate the price? Some of his best customers never bought a thing except at their own price. He certainly would lose their business.

Thus he meditated. But the more he meditated the stronger grew his conviction that it was the right thing to do, and his wife encouraged him in his resolution. The result was far beyond his hopes, and contrary to his expectations. One morning he hung out a sign, "One price for all." He never lost a customer. He at first had some trouble with old customers. In every other store they could dictate their price. Why not here? They threatened to leave, but he was firm, although trembling a little. They went out and—after a while came back and said: "That's what I like. That's the store in which I will do all my trading hereafter." Had he once lost his nerve and allowed the other fellow to dictate the price he would have made a failure of his new method.—Hardware Dealers' Magazine.

Women the Hardware Buyers of the Future

The Connection Between the Hardware Store and the Women-folk is Increasing—How This Can be Developed—Little Acts of Attention Appreciated by Women—She Likes the Pleasure of Buying to be Enhanced by Being Well Waited on—Give Demonstrations, with Music, and Supply Refreshments—The Advantages of a Waiting Room.

By F. J. Arrowsmith.

The importance of the woman buyer is becoming more and more apparent to the hardware trade. The time was when she received little consideration at the hands of a merchant. It was the head or at least the nominal head of the family who did the hardware buying, and it never occurred to the merchant that it would be worth his while to cultivate the womenfolk. What did women know about hardware, and what could possibly interest them in a hardware store? Dry goods were more in their line.

But the changing habits of the times have altered this view. Partly through not having the time, partly through lack of inclination, partly through indolence, but chiefly through the evident fact that women are better and keener buyers than men, husbands are more and more depending upon their wives to do the purchasing for them. It is a more satisfactory arrangement to them, although from a quick selling point of view it is less satisfactory to the hardwareman.

Women Customers Increasing.

Then again the changes which have taken place in the hardware stores have encouraged the women buyers and made it essential why the merchant should cater to them. Outside competition, and the price cutting of staples have compelled the dealer to extend his stock far beyond those lines which at one time were considered legitimate hardware, and the new lines are ones which, in the majority of cases, appeal more closely to women by the very nature of their employment.

Furthermore the improvements in the general appearance of the stores, the growing ornateness of the interior designs, and the absence of dirt and oil from the floors, counters, and fixtures all contribute to the new order of things which has sprung up. And last, but by no means least, we have the development in the holiday trade, wherein the womenfolk and the children play the principal parts.

Thus wheels within wheels the connection between the hardware store and the woman buyer is rapidly becoming very intimate, and it is self evident that this growing relationship must be encouraged.

Courtesy is Appreciated.

How can this be done? In the first place by courtesy. Not only the courtesy which should be part and parcel of every selling transaction, but the extra courtesy which can be shown in those little acts of attention which are appreciated and remembered by the womenfolk. The opening of the street door in entering and leaving, politeness in escorting the customer from one part of the store to the other and the tying of any other parcels she may be carrying into a handy bundle. A prominent hardware man who keeps a young clerk solely to attend to the door, and to direct buyers to the right counters, recently said that the boy earned his salary over and over again by giving the store a right send off in the estimation of the customer. Although it is not possible for every store to spare a clerk constantly for this work, yet it is possible to keep a close watch on the door, and to let every customer out, if not to let her in. How often on the termination of a sale a clerk commences to put his counter or stock in order while the customer, encumbered with a parcel and perhaps an umbrella, is struggling to open the door. Sentiment has a strong influence upon the woman buyer, and whereas a man would go into the nearest store to be rid as quickly as possible of the trouble of buying, a woman will go out of her way to purchase in a store that has pleased her with its politeness. A woman takes a pleasure in buying, and anything that enhances that pleasure is remembered.

Painstaking salesmanship. A woman appreciates being helped in her selection of an article. She does not like a number of things placed before her, and no attempt made to interest her in anyone of them. In other words she likes plenty of waiting on.

Attractions of a Bargain.

What woman can resist a bargain. A bargain counter, or a couple of tables or so, of temptingly arranged small merchandise, broken lines, moderately priced nick-nacks and Christmas novelties that have been left over. If a hardwareman takes a careful glance over his stock he will see a number of articles which are lost to sight on his shelves and in his drawers, but which

are well suited for a bargain table. Display is a great drawing card. How are customers to know what is carried unless they are told. A table of household necessities would remind a woman that she is greatly in need of some curtain poles, brass nails, a small hammer, a bottle of liquid glue and so on.

In fact a portion of the store should be devoted to the sole entertainment of the women buyers. Give the department a kind of bazaar appearance. Remove the stiffness that is usually associated with the hardware store. Display the goods so that customers can rummage about, and have each article priced. Invite customers to visit the store and not make it an unwritten law that a sale or even an attempt at one, must follow.

Carry Special Lines.

And the hardwareman should go even further than that, he should especially cater for the womenfolk by carrying lines which will appeal to them alone. China specialties, lamps and fancy lamp goods, silver and plated ware, brass and leather goods, table ornaments, clocks, watches, souvenirs, and inexpensive jewellery. The merchant need not go in for the very expensive articles, or carry a heavy stock. If the buyer considers the matter carefully, and orders from the right sources, he will be astonished to find the number of little articles he can buy for a moderate sum comparatively speaking, and there being no rigid competition he can always fix a fair profit on them. Every customer knows approximately what is the ruling price for a staple article of hardware, but in the case of a pretty little china ornament it is different. The price here is gauged by the appearance and the novelty.

The great thing is to display originality in the selecting of the articles. Do not buy commonplace goods that have no artistic pretensions. Remember that the main object is to attract the eye. These lines are not necessities. Neither should the buying be done in an off-hand manner and at any odd moments. To make a success of a woman's department, more careful attention should be given to the ordering of the goods than in the case of staple lines.

The writer knows of a hardwareman who makes special visits to New York to buy novelties, and finds it pays him. All merchants cannot do this, but it shows it is worth while to pay careful attention to the goods which are bought to interest the womenfolk.

Holding Demonstrations.

Another good drawing card is the holding of demonstrations. For instance a new ice cream freezer can be made

the means of a series of demonstrations that will bring all the womenfolk of the district to the store, presuming the event is sufficiently advertised. The demonstration could be made in the back of the store, or in any corner that will suit, or even in an annex. Decorate the immediate neighborhood, and hand round samples, either in cones which could be made at the same time, or in pretty glass dishes. Waffle bakers should be displayed, and also a nicely selected stock of glass dishes, similar to those on which the ice cream is being handed round. The visitors should be made to pass through that part of the store which contains the goods that will primarily appeal to them. That is to say, do not have the demonstration in one part of the store and the bargain counters and tables in another.

The ingenuity of the merchant can supply any amount of these demonstrations. Many domestic lines can be utilized, such as a coffee percolator, a cake mixer, a washing machine, and so on. Be sure, however, to have some kind of refreshment going, and if possible selections on the piano, or some kind of music. Make the occasion one that is talked about by the womenfolk, and something that is looked forward to as an event in their shopping lives. If possible have a waiting room for women nicely fitted up, with easy chairs, a writing table, magazines, etc. Many a farmers' wife driving into a nearby town has nowhere to go, unless to a refreshment house or hotel, which is not always desired.

There is no doubt that the womenfolk are the buyers of the future, and the hardware merchant must get them interested. He can, if he likes, with very little cost make his store the talk of the district among the womenfolk and get them into the habit of visiting his premises. Make them feel at home, encourage them to use the waiting room, and the merchant is building up for himself a force that is more profitable than all the price-cutting, all the window displays, and other forms of advertising put together.

MISREPRESENTATION DON'T PAY.

Said the store proprietor to a new clerk: "Is it true that you told Mrs. Thompson that the goods she wanted would surely come in to-morrow?"

"Yes, sir."

"And you knew they couldn't be here for a week?"

"Well," said the young man, "I didn't want to lose her order."

"Well, William," said the merchant, "you may put on your hat and go up and tell Mrs. Thompson that you made

a mistake. Tell her they cannot be here under a week, and cancel her order if she is in a hurry. You see, William, it don't pay to misrepresent anything, even to make a sale. I care more for one customer than a dozen sales."

SHOW CARD WRITING.

W. Stanley Jenkins, of A. Sweet & Co., Winchester, Ont., a town of 1,200 population, is a young Canadian clerk who has learned show card writing in his spare time and is now studying window dressing. Describing the cards and his methods, Mr. Jenkins writes:

"The plain black and white copy does not give any idea of the colors which were strong points in some of my cards. For instance, in a card 'Xmas Greetings' the colors were red, green and gold. The lettering was red, shaded with gold, the panel was green with gold and green leaves, and the holly leaves were green with red berries.

"The egg-shaped design on a card 'Easter Gifts' was made by cutting a piece of manilla paper the required shape, placing it on the card and spraying around it. The paper, or mask, was then removed and the lettering painted in. A design of Easter lilies was then painted around it in natural colors.

"Concerning paints, I have found the ready mixed very satisfactory. Distemper paints are also very good when properly mixed. But I would advise the beginner to use the ready-mixed as they dry with a gloss and are easily thinned by adding a little water. As for brushes there is one thing sure and that is that the best are none too good. I have used almost every kind of brush, and for show card work I prefer a flat brush with long hair. Three or four different sizes are all that are needed for ordinary purposes. A couple of pens will also come in handy for lettering on price tickets, etc.

"The different alphabets are mastered only by untiring practice, striving each time to do better than the last. An hour or so each day will make a big improvement in a very short time. A good plan is to practise on short straight lines at first, trying to get each one smooth and even then practice on the curved lines (both right and left). Good strong manilla wrapping paper will do to practise on.

"I study the work of expert cardwriters and find this an excellent plan to keep one's cards new and up-to-date. Another good idea is to have a little 'idea book' in your pocket and when you see a card, design or letter that is particularly pleasing make a sketch of it and this will save time sometimes because maybe you have what you are looking for in your book.

A Sermon with Carpet Tacks as a Text

How a Traveler Learned a Lesson by Seeing a Hardwareman Selling a Package of Tacks—Changed Him From an Order-taker Into a Salesman.

By Robert R. Updegraff.

He was one of those What-can-I-do-for-you-to-day-Mr. Jones? salesmen and he stood leaning against the counter in a hardware store in an Indiana village. From the expression on the young fellow's face it was evident that he couldn't do anything for Mr. Jones.

"No," said Mr. Jones, "I won't order anything to-day. The fact is I don't know just what I want till I look over my stock. If you happen to be around in a few weeks I may need something in your line."

"Well now, Mr. Jones, I'd like to have you give my house a little order, sort of a trial order to acquaint you with our goods. Can't you think of something you're low on? We keep almost everything in the hardware line from a nail to a harvesting machine."

"No," said Mr. Jones, "I can't think of a thing."

The salesman looked dejected. Just then a girl came hurrying into the store. She started to speak but stopped short. "I've forgotten," she murmured to herself. Then she said:

"Mother sent me after something, and I don't know what it is."

"I do," said Mr. Jones, quick as a flash.

"What?" asked the girl, with mingled surprise and curiosity.

"Tacks," said Mr. Jones.

"Why, yes!" exclaimed the girl. "We were laying carpets and ran out of tacks. Mother sent me after three boxes."

She took the tacks and hurried home.

"How did you know that?" asked the young salesman after she had gone out.

"I didn't," replied the merchant. "She thinks I did, but I didn't. I knew it was house-cleaning time and people had their carpets up. When she came hurrying in with that old apron on it just struck me that she might be laying carpet."

The young salesman straightened up. He wore a new look—a look of determination. He picked up his grips.

"Good-day, Mr. Jones," he said as he held out his hand; "I won't come back here to take your order."

He hurried out.

"Wonder what's the matter with him?" murmured Mr. Jones as the fellow hurried around the corner. "What did he mean by that? I didn't do anything to make him sore."

A few weeks later, one bright morning, Mr. Jones was reading a newspaper.

"Aha! Good morning, Mr. Jones," called a cheery voice.

Mr. Jones looked up. It was the young salesman.

"Good morning," he grunted.

"You're feeling well this morning, Mr. Jones?"

Mr. Jones suddenly realized that he was feeling unusually well.

"Yes," he replied.

A Change in Tactics.

"Now, Mr. Jones," continued the young man before Mr. Jones could say anything, "you're out of padlocks. We are selling an improved six-lever padlock that's a beaut. And we are giving four keys with each lock. That feature alone is worth considerable to you as a selling point. Just look the lock over. You see it is plain and substantial. Got a regular bull-dog grip when it's locked. Such a convenient size, too," he announced, slipping it easily into his vest pocket and drawing it out again.

"Looks well any place," he continued, hooking it into the staple of the latch on a nice oak chest that happened to be sitting on the counter.

Mr. Jones was impressed—to the extent of four dozen locks. And that was only the beginning.

About noon Mrs. Jones stepped into the store. There was no one in sight, but she could hear the sound of voices from the attic above the store.

"Come to dinner, John," she called.

Mr. Jones descended the steep flight of stairs leading to the attic. Following him was a very dusty and begrimed young salesman in his shirt sleeves, carrying a pad and a pencil.

"Mr. Franks," said Mr. Jones, "this is my wife."

"Very happy to make your acquaintance, Mrs. Jones," said Mr. Franks, smiling through a layer of dust.

"Sarah," said Mr. Jones, "Mr. Franks and I have sort been looking over the stock this morning to see what I need for the winter. Can't you give us both some dinner so that we can get right back to work after dinner? It will take a good while for Mr. Franks to go over to the hotel for dinner."

Mrs. Jones would be delighted to have Mr. Franks come to dinner. No trouble at all.

Yes, he would be pleased to do so if they would excuse his appearance.

"Say," asked Mr. Jones, as they sat at dinner, "how did you know I was out of padlocks?"

Mr. Franks smiled. "I didn't," he said. "You thought I did, but I didn't. I just guessed. You see it was this way: Your window floor is covered with black cloth. Black cloth shows the dust very plainly. Consequently, when you take anything out of the window, the spot that it has covered shows up very plainly in contrast with the part that has been exposed to the dust. As I walked into the store this morning I noticed a spot with the outlines of a padlock and I figured that someone had come in to buy a padlock and you had none in stock, so you took the one in the window."

"You're right, by George! Bill Short came in after one day before yesterday and I had to take that one 'cause I didn't have any other. Was going to order some to-day. Say, young man, you're a clever salesman, aren't you?"

Boot on the Other Foot.

"I learned it all from you, sir," said Franks. "Don't you recall that box of tacks that you sold to the girl that day? That was my first lesson in salesmanship. I've been practising it ever since."

Mr. Jones looked surprised. "Well I'll be blowed," he ejaculated.

"By-the-way," said Mr. Jones late that afternoon as Franks was putting on his coat to leave, "I thought you said that afternoon that you weren't coming back here to take my order."

"So I did," replied Franks. "I decided that afternoon when I saw you sell those tacks that when I came again it would be to sell goods—not to take orders. I'm through being an order-taking salesman. Now I sell goods."

"Gee! I guess he does," mused Mr. Jones an hour later as he looked over the three sheets of order blanks filled in solid with goods that he had ordered that day.

And "the office" smiled when the salesman sent the order in the next day. Furthermore, the smile of "the office" broadened until it developed into this letter to the salesman:

"Effective immediately: Your salary will be increased \$500 per year."

Moral: Sometimes there are sermons even in carpet tacks—and they're right to the point, too.

Clerks should start toward a customer the moment one enters the store. The customer should never have to hunt up a clerk.

Methods of Combating Mail-order Competition

Merchants in Minnesota and Manitoba Towns Band Themselves Together to Better Withstand the Competition of Catalogue Houses—Learn the Lesson That Good Buying is Equally as Important as Good Selling Methods.

By L. C. Harkness.

The action of the retail merchants of Winona, Minnesota, in co-operating on a mail-order catalogue system is worthy of consideration, where large catalogue houses are working such havoc among smaller stores, and when organizations of merchants are attempting to adopt definite plans for self-protection.

The principle of the "associated merchants" is primarily that of retaliation. The fact is acknowledged that the mail-order is profitable, and without any attempt to curtail any aspect of illegitimacy, they have issued a catalogue with which they meet their competitors with their own weapons.

Where local organizations of merchants issue catalogues to interest and stimulate their local customers to buy at home instead of sending to Winnipeg or any other large centre their ambitions should be realized. The catalogue is nothing more than an advertisement, displaying articles in competition with the goods shown on the pages of the more distant mail-order house catalogue. Price would be printed against price in the two catalogues, that this would bring desired results.

The "associated merchants" in Winona will find that their buying powers will be greatly increased by the co-operation, which they have established. It is becoming more and more pronounced that the buying end of the retail business needs more careful consideration, and any feature that will facilitate better buying will do much to solve the problem of competition of any sort, since the public, as a rule, buys wherever the lowest prices are available.

Aim to Increase Buying Power.

About three years ago the merchants of the Town of Cartwright, Man., amalgamated under a stipulated capitalization in order that they might compete with the Winnipeg mail-order houses. Their primary idea was not to issue a catalogue, but simply that the buying power of the concern might be increased. It was known that a retailer in Winnipeg could buy at about 15 per cent. less than a merchant in Cartwright, and that one great power, which the mail-order house possessed was that of buying in larger quantities, and at lower prices. So this amalgamated concern entered into competition, not by adopting similar tactics of retailing, but by adopting similar methods of buying.

The fact that these merchants recognized a weak spot in the business and tried to remedy it, is worthy of admiration. The concern, however, did not exist in its amalgamated form more than a year, for reasons entirely foreign to the principle of operations. The public became more or less suspicious of the amalgamation, intimating that it had the appearance of a monopoly, and they took to mail ordering more extensively than ever. Another reason why the concern did not continue was that some of the merchants who had merged their interests became dissatisfied and preferring to operate an independent business effected a disorganization.

The experiment, however, proved that better prices could be quoted where better buying facilities were inaugurated, and if the concern could but have lived down the petty prejudices of the customers by continuing at least another year, it would have proven one of the greatest boons to the retailers of the community.

J. J. Hills, formerly of Cartwright, who was one of the chief promoters of the amalgamation, is still a firm believer in the idea of unifying the merchants' interests. In writing on this question he says in part.

Consolidated Buying.

"The idea of consolidation in buying is good, but cannot be put to practical use without consolidation in selling; it is, therefore, up to us to consolidate or to amalgamate as much capital as possible; amalgamation of capital to the extent of \$500,000 or \$1,000,000 along with modern methods of conducting the business would certainly put us in the premier position and the mail-order houses would fear our competition rather than us fear theirs.

"This idea will, of course, seem a little up in the clouds, but if everyone will give it serious consideration there is not a doubt in my mind but what it can be brought about. To begin with, I would suggest a meeting of say anywhere from twelve to fifty merchants who would come together with the idea of forming a joint stock company, capitalized, say at \$500,000, stock in the company to be taken up by merchants who would transfer their stock to the company in exchange for so many shares. We will suppose there would be twenty-five merchants attend the meeting who

could subscribe for \$7,000 worth of paid up stock each. This would create a paid up capital of \$175,000, which would be a basis to work on, every effort would then be made to get other merchants to join us. With a company of this size and almost unlimited output, we could establish central buying offices and be right on the ground with the mail-order concerns."

That the principle of better buying in order to compete with mail-order concerns has taken deep root among the merchants of Manitoba, is evidenced by recent movements among the retailers of Western and Southern Manitoba to establish purchasing stations in Winnipeg and a distributing station in each of the towns. A meeting is to be held in Winnipeg shortly, when merchants from several Southern Manitoba towns will discuss a plan for action along this line. The retailers of Killarney, Man., are taking the initial step in the same direction.

A NOVEL AUCTION SALE.

A retail hardwareman in Pennsylvania recently attempted with considerable success a novel plan for selling goods in the form of an auction. Discovering himself possessed of a large number of undesirable goods, he arranged them in his two windows, placing a number upon each, from 1 to 287. By the side of the window casing, on the outside, was a box with a hole in the top, above which was a small card which said: "Deposit your offers here." In each window was a large placard on which were these words:

"For two weeks from this date, offers will be received on these goods. Please designate the number on a card which will be found on a front counter, and offer the price you are willing to give for the same. On March 1 the box will be opened, and the articles sent C.O.D. to the highest bidders for the same. All delivered free, to any point within 20 miles of this store. Do not fail to give your name and address."

There was a lively time about the windows for the two weeks. The town joked about "Blank's lottery windows," as the jokers called them, while numbers of people went blocks out of their way to take a look; and most of those who looked made offers. As a side issue, more than one person who stopped to look, entered the store and made purchases of goods not at all connected with the bidding scheme.

When the box was opened, the results were satisfactory. Bids had made on at least three-fourths of the articles, and the prices offered by the highest bidders were about the same as would have been received in the conventional sacrifice sale.

Money Making Methods in Modern Merchandising

How a Hardwareman Woke up to the Possibilities of Pushing a Line of Garden Seeds and the Many Articles Which Have to do With a Well-kept Garden and Lawn—Personal Interest Did the Trick—The Plant That Came Out of the Seed Box.

By W. E. Parke.

With the first scent of spring, the annual shipment of flower and garden seeds had been dumped on the sidewalk in front of the hardware store of McJones & Company.

The day was listless. So was McJones, who was also "company." Though his annual stock-taking was over, the dullness attaching to winter business when the roads were muddy had not yet given place to the enthusiastic rush which comes when the farmer and the citizen alike prepare for spring. McJones, having watched his junior rip away the "package" from the shipment just arrived and arrange the box in a prominent place on the counter, came forward thoughtfully and assisted to prop up the cover, which displayed to the customer's admiring gaze a vision of floral profusion and vegetable abundance, such as probably never grew elsewhere than in seedsmen's catalogues, and on the covers of seed boxes. When the junior had finished, he shifted the box a trifle, that the light might strike it more favorably.

Not that he attached much importance to the position of this particular portion of his stock in trade. In fact, he regarded it as a cross between a necessary evil and a doubtful acquisition. From long experience in hardware he had come to regard the stock of flower and garden seeds as a regular feature of every hardware store, in the spring of every year, and hardly worth the trouble which, anyway, he didn't bestow upon it. He was an enthusiastic gardener, when he had time; he liked and knew something about the raising of flowers; but the enthusiasm which he was wont to throw into these pursuits was lacking in regard to the seed box.

Nails, Then Seeds, Then Wire.

A customer drifted in to buy a pound of nails. He noticed the box with the bright-hued cover, and after paying for his purchase, lingered to finger over the packages. He selected some cobea scandens. "These ought to be the very thing for my veranda," he remarked.

McJones took the nickel mechanically and was turning away when a few words from his customer arrested him.

"I don't go in much for flowers now. I'm pretty fond of them, but there are too many dogs wandering about. They don't bother anything I plant alongside

the house, but if there's a bed in the open, they're dead sure to go to sleep in it."

McJones turned round with manifest concern. "I've had that trouble too," he remarked. "But I used some of that new wire trellis work. It isn't very high, keeps out dogs and youngsters, and if you plant a little vine along it, it makes an attractive border."

"Let me see some," exclaimed the customer.

"And it last forever," added McJones, as a clincher. Expatiating on the wire trellis, he kept an eye all the while on his buyer. The argument that, spread over a lifetime, the cost would be only a few cents a year—and that, among the returns, was the glory of winning out from the predatory dogs—proved conclusive.

"Take up four yards of 18-inch wire trellis to 22 Norfolk Street," remarked McJones to the "boy," when his customer had gone. Then he did some quiet thinking. This business had come to him, virtually; but henceforth he would go after the business.

So thereafter, when he chanced—as he often did—to be selling flower or garden seeds, he contrived to slip in a few words which, showing that he knew something about gardening, usually elicited the particulars of some little difficulty with which his customer had met. Here was a veranda without a railing. The customer would like to grow climbers, but didn't like the prospect of paying for a wooden lattice. Here came a chance to boom the trellis work again; or, if the customer "shied" at the price, a few yards of extra strong poultry wire would be suggested, generally bringing down the quarry. Incidentally McJones would laugh at the time and trouble he had saved his wife by nailing poultry netting around the base of the bay window, where formerly she spent tedious hours fixing strings for her sweet peas—and the customer was quick as a rule to see just how that joke applied to his own wife, and what a lot of work a few cents worth of poultry netting or a couple of dollars worth of more artistic wire trellis would save her.

Again, a buyer pronounced a certain climber just the thing for an unsightly

line fence. McJones engineered a deft attack, chiefly along the line of emphasizing the widespread and growing popularity of one grade or another of wire fencing—with the result, that in addition to the climber, he sold the man, after a couple of day's pondering, an entire fence upon which to grow it; and some more climbers to beautify the back fence to which the customer promised to give his attention next year. This latter circumstance went into McJones' note book, and he will land that second fence this year, if anybody will.

Tools, Fertilizer and Sprayers.

"Are you fully supplied with tools?" was usually a parting query, accompanied by little excerpts from his personal experience, which tended to prove that makeshift or broken tools were certain to double the labor of gardening, which really was the chief item of expense. Thus he very often placed a new rake or a new spade where, ordinarily, an old one would have been made to do tedious and uncertain duty for a year or two more; while people who were accustomed to do all their work with spade, rake and hoe learned how much lighter a pitchfork was for certain classes of lifting, and how convenient a trowel would be in transplanting.

"Let me know how you get along," was always the cheering farewell; and quite a few customers did. McJones saw with satisfaction his sales of paris green and bug exterminator tripled over the previous year.

From flowers to their natural accompaniment, a well-kept lawn, the grade was an easy one to make. Flower beds without a lawn for background are like a dinner composed entirely blanc mange; and McJones developed an artful way of leading his customers to this view.

A good lawn involved more than a package or two of grass seed. Regular watering was needed, and the only way to water a lawn was by means of a hose. This should be long enough to reach every part of the lawn—and, incidentally, the best quality was cheapest in the long run. An automatic sprinkler attached to the hose saved the tedious labor of holding it. True, the waterworks regulations demanded that lawn services be metered; but McJones could quote his own experience where the re-

duction in water rates in a few years paid for the cost of a meter.

And the lawn trade involved other incidentals besides the grass seed, the hose, the sprinkler and the water meter. Lawn mowers, lawn seats, swings and hammocks were sold in increased quantities.

His experience led him to introduce a new line of goods—commercial fertilizers. They did not sell at all well, for the first few months; but just about the time McJones had decided to use them on his own garden exclusively and charge to personal account, people commenced to come in and ask for them. Ordinary fertilizing materials, always plentiful in the spring, were becoming scarcer, and the fact had been noised abroad that McJones & Co. carried a stock of stuff that was, anyways, far superior, involved less work and in the long run was cheaper.

Then there were sprayers and spraying materials. Hitherto, McJones had been content to wait till customers asked for them, supplementing his waiting by a week's newspaper advertising at spraying time and enquiries from a few regular customers, as to how much "spray" they wanted this season.

This year he tried a new tack. Shortly before the opening of spraying season, he prepared a carefully worded circular letter, which discussed, not the quality and worldwide fame of his spraying appliance and materials, but the proper time for spraying, the most effective sprays to use for certain pests, the danger of putting off spraying until too late, the speed with which tree and plant pests spread when their presence was neglected. Almost incidentally he extended a cordial invitation to the recipient of his circular to drop in and inspect his line of goods. Simultaneously, he advertised along the identical line, though, of course, in fewer words. His circulars, run off upon the office duplicator, went out to several hundred people who were, he knew, possessed of orchards. Some of the circulars he sent to others with only a few fruit trees. The advertising appealed to people whose requirements he did not know.

Changed the Whole Store Policy.

The result of this spraying campaign was of immense benefit to orchards in the vicinity of McJones' home city, it showed him that Uriah, with a few choice trees was just as anxious, as a rule, to protect his choice (arboreal) ewe lamb as was the David, whose "flock" covered many acres—a discovery which justified him in the next time in enlarging his mailing list of people whose tree possessions were comparatively small. His advertising brought him in new pat-

rons—some who had been accustomed to send out of town or go to other merchants for their spraying materials, others who had never sprayed at all. As a rule, too, their ultimate buying from McJones was not limited to spraying goods.

He added flower pots to his small-goods line, and even contemplated trying his fist at potted plants or small plants for transplanting—but this last idea struck him as too far afield, and after carefully pondering he turned it down. He was a hardware man, willing to go as far as hardware would take him; but, whether he was right or wrong about it, he was convinced that here was the place to draw the line.

Nor were the results he accomplished merely personal. The store staff, as a rule, more or less consciously—often entirely unconsciously—models its business deportment upon that of its employer. The clerks who, previously, had fallen into the habit of handing out the goods, taking in the money, and saying "Thank you," now went out of their way to add a few words to the buyer on this subject of flowers—with the valuable result that a mere business acquaintance took on a touch of personal friendship, that personal friendship which comes of tastes in common. Instead of being just satisfied with what came to them, the clerks learned the art of reaching out for more without appearing to reach out, of asking, not simply, "Is there anything else?" but, "We have the finest little trowels for you when these seeds are grown big enough to transplant," or "Mr. McJones always grows his sweet peas on netting. It saves trouble of stringing every year."

In numberless ways the policy born of a casual remark and a chance occurrence counted in business building. These instances are only a few where, from the purchase of a few seeds from that box, big results flowed to the seller through the pushing at the opportune moment of lines more or less distantly allied, through allowing the original purchase to suggest other purchases. As McJones himself said, in retrospect:

"The actual business gained is less in value than the idea, for the idea can be developed with every branch of a hardware or any other stock. It was chance that I began with seeds; but I am foolish if I don't follow up with everything. Merchants may sink, as I was doing, into the rut of giving a man what he asks for, taking his money, and calling the transaction closed. This incident developed a distinct policy of reaching out for more, and that policy permeates my entire business. So far as we can, we aim by casual conversation,

by taking a personal interest in the purchaser, to lead him to unconsciously suggest to us the line along which we should reach out. In doing so, we not merely induce him to purchase more, but we train him to bring his difficulties to us in the certainty that, if there is any scheme or appliance that will help him out, we will be able and anxious to discover it for him. The true value of the experience is, not that we secured immediate profit, but that we learned to reach out in all lines, to take a wider view of every sale, seeing not the mere article sold, but other articles it might suggest."

VALUE OF MANURE SPREADERS.

Both farmers and hardwaremen who sell implements are increasing their prosperity because of the increasing use of manure spreaders for farm use. Farmers are realizing that a manure spreader is one of the most profitable investments he can make and wise hardware dealers are pushing their sale and educating farmers who have not yet been awakened to their advantages.

As a money maker or money saver the manure spreader differs from any other article on the farm. Farmers buy improved harvesting machinery because by their use they are able to reap much larger crops in less time, and save labor and money. But these implements add nothing to the value of the crops, while a manure spreader puts back into the soil the life-giving properties which are necessary for good crops.

If a farmer continues to take from the soil each year more of its plant life than he puts back in, he will some day have to abandon that farm because of its inability to raise crops. With a manure spreader the farmer can keep continually restoring to the earth its natural forces for cultivation.

The manure spreader will do more than its share in growing larger crops. Retail hardware dealers must do their share in educating farmers to this fact. In two ways the dealer can profit—by the profit on the immediate sale and profits on sales of farm implements in the future. By selling a farmer a manure spreader the dealer is contributing to the farmer's prosperity and after the latter has become aware of the results the manure spreader can accomplish he will show his gratefulness to the dealer.

If a farmer can raise the producing value of his lands 5 per cent. by the use of a manure spreader it is a good investment. Most farmers are willing to make a good investment, but they must be shown that it will be a good investment. It is up to the dealer to do this.

Catalogue File and Repair Shop Pay Hardwaremen

Profits May be Increased by Handling Gasolene Engines and Accessories, Concrete Block Machines, Stump Pullers, Horse Clippers; or by Carrying on a Jobbing or Repair Shop for Grinding Skates, Lawn Mowers, Tools, Saws, Scissors, Etc.

By Gordon C. Keith.

Many a proprietor of a hardware store finds that there is a demand for certain lines of machinery or work, where his store is located. By the investment of very little more capital therefore, he may cater to this demand and increase his year's profits. The purpose of this article is to suggest to the hardwareman the possibilities there are before him. What will be suitable in one neighborhood will not make a paying sideline in another district and this question must be carefully considered before sidelines are decided upon.

In some cases an investment of capital is not necessary. A catalogue directory may be kept of various articles or machines that may be required in the neighborhood and people will learn to visit the hardware store to have their wants supplied. For instance, it would not pay in some localities to carry a full line of steam specialties, but a catalogue of a reliable manufacturer of them could be kept in the store and they could be supplied in a few days' time after the placing of the order.

The fact that these lines may be obtained through the hardware store, may be brought to the attention of the public through the local press. A line or two may be devoted in each advertisement for the purpose of telling the various articles handled, which are not found in an ordinary hardware stock.

Gasolene Engines.

There is a large demand for gasolene engines, batteries, etc., at the present time and these make up a very good side line in some parts of the country. Farmers and motor boat enthusiasts are to be found in almost every locality. The farmer desires them for threshing, churning, for his fan mill, etc., as it is a cheap and economical power.

Where there are gasolene engines, electric bells, etc., there is an opening for batteries. Where there are navigable waters the marine gasolene engine would be found a very profitable side line.

In a great many centres, concrete blocks form the building material for various buildings. In these localities it would possibly pay to carry a concrete block machine. It would certainly be profitable to have a manufacturer's catalogue and announce occasionally that these may be purchased at the hardware store.

In the newer parts of the country where trees are being cut down to prepare the land for seeding there is a demand for stump pullers. There are several types on the market and it would be a good investment to have one or more of these machines in stock.

In Western Canada it is a common sight to see the hardwareman with a sign out for a certain make of plow, or seeding or harvesting machinery or all three of them. There is also a demand for waggons and with the influx of settlers into the west, farm implements, waggons, etc., are found to be paying lines.

In every town there is an opening for a man with horse clippers. It is a thing every liveryman should have and there is often a demand from private individuals. Indeed, it might be profitable to have a machine for trade work. A small motor or hand driven machine should pay for itself in a very short time where people have a regard for the appearance of their horses, and this is almost everywhere.

Repair Shops, Etc.

A number of hardwaremen have found it a profitable undertaking to have a small repair shop. It is not necessary to have a very large place and often the basement can be used to good advantage. Here a lathe and shaper could be installed and all classes of repairs could be attended to.

If near a river or lake there is a good trade to be obtained from marine craft. Engine parts need to be replaced or repaired and general jobbing work can be done.

Bicycles are again increasing in popularity and a great deal of work is to be drawn from this field. In fact the field of sport makes other work. There is always work for a grinding machine and skates, lawn mowers, tools, saws, etc., can be ground. Special grinding machines are on the market for this purpose and as jigs are supplied for the various jobs, an operator does not require to be an expert to give good service.

One of the more recent developments in the mechanical world has been the various systems of oxy-acetylene welding, the British Linde, Davis-Bournonville, Dr. Stephenson's, and many others. These open a field for very profitable investment. By means of an

oxy-acetylene installation valuable patterns, gears, castings, cylinders, crankshafts, may be repaired in a few minutes. In a manufacturing centre a large field is open for oxy-acetylene welding. There are several plants in Toronto carrying on a profitable trade, welding broken castings. The repaired casting is often stronger than at first. The repairs may be made at a profit from one-tenth to one-third the cost of the casting to be repaired.

Chopping Mill.

A line that may appear a little foreign to the hardwareman but which, nevertheless has yielded others good profits is to instal a chopping mill. In one case where this is installed a producer gas plant has been erected to furnish the power and the work is done at a profit for 5 cts. per cwt. Perhaps there is a sawmill in the district producing power with sawdust as fuel. If so, and they have surplus power, arrangements could probably be made to get power from the sawmill at a good figure. It will attract farmers to the hardware store and they will get the habit of visiting that particular store for supplies.

These are only a few of the many side lines that may be carried. The paying side lines differ with locality. What would be a profitable line in a mining district would not be so in a farming community and the latter would find no demand in a marine town. A manufacturing centre would call for a still different line and it rests entirely with the hardware man to survey his territory carefully before investing further capital.

The catalogue idea should appeal to those who do not desire to risk investment in side lines for which there may, or may not be an immediate demand. It is obvious that enterprising merchants, by a little foresight and progressiveness may greatly increase their yearly profits.

REPAIR SHOP HELPS TRADE.

By W. W.

John Caslor, the treasurer of the Ontario Retail Hardware and Stove Dealers' Association, whose store is at 628 Queen Street West, Toronto, has for many years conducted a repair shop in connection with his store and from his experience he considers that more hardware men should do likewise.

Mr. Caslor not only knows how to sell tools, but how to use them, both as a mechanic and as a repair man. Finding that he had time on his hands and realizing that unless he had some specialty there was not much chance to succeed as a hardwareman in Toronto, he began doing saw filing and similar repair work and, making a point to do

his work well, his customers recommended his shop to their friends and he soon had enough carpenters' and butchers' saws, knives, meat axes, etc., brought to him to keep a good man busy.

His repair shop equipment is located under a skylight at the rear of the store and includes a work bench along the wall on which are vises, etc., for saw filing, a lathe for drilling, and emery stone, a lawn mower grinder and a grindstone.

These are operated by a $1\frac{1}{2}$ horsepower electric motor. Power is, without a doubt, one of the greatest essentials of a successful repair shop and there are four possible sources of power, viz.: The electric motor, the gas engine, oil engine and the steam engine. Mr. Caslor's experience, like that of others, is that the electric motor is by far the best adapted to the requirements of the repair shop man. It is silent, requires little attention, is absolutely a non-consumer when not in use, requires but little floor space, and if this be unavailable, it can be mounted on a bracket (as Mr. Caslor has done) or even affixed to the ceiling. It is easily understood, and, with care, can be made to last long enough to pay for itself many times over, and with little if any expense for repairs.

There is a large field to draw from in Toronto and, consequently, Mr. Caslor's repair trade is larger than could be worked up in some places. For instance he has personally filed as many as 45 to 50 saws in one day, while the average, the year round, runs from two to three dozen daily for which from 15 to 50 cents each is charged according to the work and time required. Between 300 and 400 skates are sharpened every winter, the minimum charge being 10 cents, while last year by the use of a new lawn mower grinder 300 lawn mowers were sharpened at 75 cents each. Mr. Caslor expects to handle at least 500 during the coming summer. Then there are numerous small knives, chisels, etc., which are brought in for sharpening and for which the charges run from 5 cents upward.

The income of from \$25 to \$40 per week from the repair shop is a very nice asset in itself, but in addition to this is the special business the repair shop brings to the store. A mechanic who knows Mr. Caslor to be an expert on saws, for instance, is more likely to buy from him than from a young clerk in a departmental store and the same argument applies to all kinds of tools, as well as to lawn mowers and skates. The truth of this is proven by the fact that Mr. Caslor has a demand for several lines of tools which are imported specially for him by the jobber who

carries his account. It is only reasonable to suppose that a customer who brings tools to the store to be sharpened will, if he is given satisfaction, buy many other articles over the counter.

Hardwaremen from various parts of Ontario have visited Mr. Caslor's store to get pointers about the advantages resulting from the operation of a lawn

mower grinder, a machine which has already paid for itself several times over, and he is only too willing to answer any inquiries on a subject which he is an enthusiast upon. As he says, however, "A man has got to know something about the tools to make a success of running a repair shop and if he wants the shop to advertise the store he must aim to do good work."

Doing Business on a Cash Basis

**Loss on Book Accounts Eats up Much of the Year's Profits—
Merchant in Farming District Who has Adopted Cash System
—Sells Coupon Books to Customers and Takes Short Term Notes
in Payment.**

By L. J. Eniboe.

The careful business man takes an inventory of his stock each year, and in that inventory he lists all of his outstanding accounts and notes that may be due him from his customers, and then figures out whether or not he has made any money since his last inventory.

Should he figure on his outstanding accounts being worth 100 cents on the dollar and afterward realizes they net him 75 cents on the dollar, he will ask himself: "Where is the profit I figured to make?" and begin to realize that the year's trade has not been worth as much to him as he figured when he took the inventory.

For example, should his inventory show that there was \$3,000 outstanding on book accounts, and he planned to collect this, he will find that should he employ some one to collect it for him it will cost about \$300, and during the time of collecting this amount, he may need the money represented by the accounts outstanding, to replenish his stock. Should he have to go to the bank and borrow it, he would have to pay interest, while if he has money of his own, it is worth the same interest as he would have to pay should he borrow it. Then unless a merchant is very careful, there is a loss of 20 or 25 per cent., through the persons who forget to pay, or never pay, after credit has been given them.

Besides the losses in collecting these outstanding book accounts, there is the loss of time, postage, stationery, charges that have been over looked, and, more than all, the loss of customers by extending credit, for, frequently, after crediting customers for large amounts some of them leave your place of business and go somewhere else, while if you should make them pay their bills, or not extend credit to them, you would hold them as customers.

About one year ago I placed my business upon a cash basis, and I have been more than satisfied with my year's trade upon that basis.

You may ask: "What do you do with persons who may want some credit, and who are absolutely good, and will pay their bills promptly?" Should a customer say to me that he wanted to buy some goods on credit from time to time during the season, I sell him a coupon book, for from \$2 to \$25, and when the customer receives the book I have him execute a note due in 30 days without interest for a book from \$2 to \$10, and 60 days for \$15 to \$25, for the amount of coupons he receives.

As he buys his goods he presents his coupons for the amount of his purchase, and they are cancelled, and if the customer does not pay his note at the end of 30 or 60 days, the note begins to draw interest, and should he take 60 days to purchase goods to the amount of the note and coupons, he would have credit for 30 days, and the interest on the note would run for 30 days, and neither my customer nor I have been a loser by the system.

Should the customer fail to pay the note at the end of 30 or 60 days it will continue to draw interest at the rate per cent. fixed, until paid. By this plan the accounts are always settled, and no question will afterwards arise or dispute be made.

Customers Gained and Lost.

I have lost some customers by adopting my cash system, some who were good pay, and some who would never pay. I lost nothing by the loss of the customers who would never pay, for the goods they would have purchased during the year and not have paid for, I still have in my possession, and I have gained new cus-

tomers in people who always pay cash and believe they get their goods cheaper from the merchant who sells for cash.

At the end of the year my inventory showed that I took in about \$500 less in cash than I did the previous year, but while a year ago four-fifths of my outstanding accounts were in book accounts, and only one-fifth in notes, this year the matter was reversed. Four-fifths of the unpaid accounts were secured by notes

and the remaining one-fifth was unsecured book accounts, and most of these remained from the year before.

I do business with contractors on the same basis, having an understanding with them that they must pay by cash or note. Several did not like this and stopped dealing with me, but some of these have since come back and opened accounts on my terms.

Profits in Vacuum Cleaners and Fireless Cookers

Hardwareman Has Been Neglecting His Opportunities — St. Mary's Firm Rents Machines to Customers—Past the Experimental Stage—Pointers About Buying — Demonstrations are Necessary to Stimulate Sales—One Firm Sells Seventy-one Fireless Cookers Since Last September.

By Weston Wrigley.

Up to the present time the average hardware dealer has been allowing the big mail order and furniture houses to get away with a lot of good business in vacuum cleaners, a line which ought to be and will soon be as staple a hardware line as carpet sweepers.

During the past two years vacuum cleaners have been introduced and put far beyond the experimental stage. They are now a household necessity and the demand they are in is demonstrated by the large number of factories which are taking up their manufacture. This competition will bring prices down to a more popular figure and sales will increase rapidly. The time is opportune, therefore, for hardwaremen to take up the line and prevent it from becoming a specialty handled only by mail order houses and canvassers.

As an instance of how vacuum cleaners can be pushed in hardware stores, the experience of St. Marys Hardware, Limited, St. Marys, might be quoted. They took up the sale this spring of an electric cleaner selling at \$75, and a hand power machine retailing at \$25, and in the first month they had sold several machines, besides making very close to the cost of one hand machine out of the money received from renting it out at 50 cents per day. Besides making the rented machine pay for itself, it is constantly acting as a demonstrator for the line and this, with the advertising done in the local papers is making the store a centre for "labor savers for the home," the term under which the cleaners are advertised.

Will be Universally Used.

The use of the vacuum cleaner, it is predicted, will become almost universal with the middle class of people. The world-wide fight against consumption

has developed one very important feature—physicians, in preaching against the spread of tuberculosis germs, are demonstrating that these germs are carried more than anything else in the dust blown around in the streets and carried into the homes. It is obvious that if a vacuum cleaner can clean the home without raising the usual dust caused by the old methods of cleaning homes, there are many millions of people who would gladly buy one for this feature alone. But in addition to this dustless feature, this dustless method of cleaning saves much of the labor of brooming, brushing, and the present strenuous methods used.

It collects dust from not only the floors, but every nook and crevice throughout the house. In fact, its advantages in this respect are so plain to any merchant who gives the matter consideration that it is hardly necessary to point out how it would appeal to a housewife in connection with her work and how it would save her in her daily house duties.

There are, of course, many things to be considered by a hardware dealer before he finally decides to carry a line of suction cleaners. One of the most important things is the weight of the machine. If it is so heavy that it is the hardest kind of work for one or two people to carry it from room to room and floor to floor, this would be a feature which would certainly prevent many purchases.

If the suction generated is not sufficient to take dust not only from the surface of carpets but right through to the back, it does not answer the purpose of an efficient suction cleaner.

If it is of a very complicated make, it must necessarily be a high priced

machine—and many complications mean, frequently, the liability to get out of order.

If it is a machine worked by hand, the operation must be of the easiest kind, or otherwise it would not appeal very strongly to a person looking to the labor-saving side of the sale.

Every dealer before closing with a manufacturer for the handling of these machines should demonstrate for himself these three facts: That the machine is light and easily carried. That its power of suction meets the requirements stated above—namely, that it draws every particle of dirt from both the surface and the back of carpets and rugs. That it is, if a hand machine, very easily operated.

How to Introduce Them.

Various plans can be adopted to introduce and increase their sale, but probably there will be nothing better than a demonstration to which possible customers are invited by circular or personal letter. Make a window demonstration, for instance, by carpeting the window and connecting up an electric power cleaner and putting it in the window along with a hand power machine. Then have some dirt handy to sprinkle on the carpet and demonstrate how easily it can be picked up by the cleaner. Have one of the clerks do the demonstrating and offer him a dollar commission on each one he sells and he will make money for himself and for you.

Another plan would be to ask a few of your best customers to allow you to test the cleaner in their homes, on the understanding that if they are pleased you can use their names as references. A house to house canvass might also be made by a young student who is acquainted with the well-to-do people and who is willing to work on a commission basis.

One hardwareman, on taking up the line, tried it in his own home and from one rug he sucked out a quart of dust. This he utilized in a window display along with a card telling from where it had come. Two cleaners were also shown, one being taken apart to show the construction. He had to stand considerable good-natured chaffing on account of the apparent unsanitary condition of his house, but this gave him the opportunity to wager that he could show the same condition in the home of any of his friends, and as he always "made good," it resulted in numerous sales not only of vacuum cleaners, but other goods as well, for it brought the people into his store and was the talk of the town. It led to favorable discussion in every home in the village and brought him more and cheaper ad-

vertising than he had ever had before in the same period of time.

Fireless Cookers Also Good.

A hardware firm which had made a success of handling sewing machines, implements, etc., decided to take on vacuum cleaners and fireless cookers last fall and describe their experience as follows:

"We ordered two sample cookers and demonstrated them at the fall fair in September, and again on a Saturday of the following week we had a demonstration at our store, when we commenced selling them. Since that time we have sold and delivered seventy-one fireless cookers and several vacuum cleaners, having delivered fourteen of the cookers December 24 on orders left for Christmas presents, and could have sold several more. Instead of fireless cookers and vacuum cleaners being a side line with us, as first suggested, we find both an all round the year seller, and as to our success, we do not know of a single dissatisfied customer. The seventy-one fireless cookers cost us \$649 and sold for \$975, profit \$327, or a fraction over 50 per cent. on the investment. Compared with farm wagons costing \$65 and selling for \$75, would represent the sale of, say, thirty-three wagons costing \$2,145. In other words, we had \$649 invested in fireless cookers, while we would have had \$2,145 invested in wagons to make the same profit. Besides, we can use and turn our money every thirty or sixty days buying and selling fireless cookers, while with the wagons we must sell on a year's time, and often extend the note over another year. The only regret we have is that we did not get started along this line of handling specialties sooner."

PROFIT IN SHAVING MATERIALS.

By W. B. C.

Hardware dealers will find a very useful and profitable line in shaving materials. These articles afford a good profit, are clean and nice to handle, and when tastefully displayed in a show case have a brightening effect on even the dullest of hardware stores.

There has been a very considerable change in shaving articles during the past few years. This has mainly been brought about by the introduction of the safety razor, more particularly the modern type, with thin, interchangeable blades. These razors are sold under a guarantee from the makers, thus absolving the retailer from trouble and cost of exchanging unsatisfactory articles.

The ordinary razor to be sold successfully, must be absolutely warranted by the retailer, and the offer made to unconditionally exchange same if it does not give satisfaction. This entails in some cases more or less of a loss, also a knowledge of how to hone or resharpen any razors brought back, as they can then be resold to a customer with a lighter beard and so ultimately give first-class results. Care must be taken in first selling a razor, to see that it is in good shaving trim, and of a suitable weight for your customer. Most razors are good and often when they do not suit one man will give satisfaction to some one else when rehoned.

In selling the modern safety razor all this is changed, they can be handled by the most inexperienced, salesman or shaver, and will be found to give good results in the vast majority of cases. One blade may not shave well, but the next makes up for it, and as there are twelve blades with each razor satisfaction is almost certain. There are also many different stropping machines on the market that will find a ready sale, and will make easy shaving for the shaver.

In showing shaving materials a space well to the front of the store should be chosen, a silent salesman or ordinary show case, large enough to hold a fair assortment of razors, shaving brushes, soap, (shaving sticks are best), looking glasses, and such other articles as there is a demand for in this line. Keep the case bright and tidy and the contents will sell themselves. Make occasional window displays, especially on a Saturday. The manufacturers will send you all sorts of attractive window displays and stands upon request. Get them, use them and you will get results.

Many hardware dealers look upon brushes, soap, mirrors and other shaving articles as lines to be handled only by drug stores. This is a mistake. These things belong to the complete hardware store. Besides a drug store now-a-days is a young departmental store, carrying almost everything, including many strictly hardware lines.

In putting in a stock of this character be careful to buy only the best. This applies more particularly to brushes, soaps, strops, etc. Shaving brushes are now made set in rubber, that can be absolutely guaranteed, an impossibility with the old brush with bristles set in glue or resin.

A cheap article will never give satisfaction. Keep only the best and tell your customer why. It is his gain as

well as yours. A satisfied customer is your best advertisement.

For quick sales in safety razors confine your stock to those makes that are extensively advertised. Your window display of such articles is all that is necessary, the razors sell themselves.

Read the booklets and advertising matter sent with your stock, very carefully, if necessary take one home and try it, anyway get to know how to use it yourself and your customer will have no trouble.

AUTO AND ELECTRIC SUPPLIES.

By W. W.

Automobile and electric supplies are lines which naturally belong to the hardware business. Where else, for instance, would a motorist whose machine had broken down, thirty-eight miles from home and two miles from Podunk, think of going for a hammer, a wrench, a piece of tubing, or any little thing he might find wanting in his repair kit. There may be room for an automobile supply concerns in the big cities, but in the towns and villages the hardwareman who handles gasoline is the man who can get this business if he goes after it properly.

Tools—wrenches, pliers, drills, punches, etc., form the foundation for this business along with supplies likely to be required because of an accident or other emergency. In this list is gasoline, batteries, chains, lamps, etc., and later on calls will be made for such supplies as goggles, horns, etc.

In order to handle auto supplies most profitably the hardwareman must study automobiles. A handy garage or the machine of a friend will serve the purpose, though it is a great advantage to own and operate a machine. A careful reading of trade literature on these subjects will give a lot of information, and it will pay to subscribe to one of the good automobile papers.

Some of the supplies for which a demand may develop are automobile clocks, cleaners, polishes, batteries, belts, belt dressing, bolts, calcium carbide, caps, cements, collapsible pails, driving chains, floor mats, foot warmers and rests, gasoline strainers, gloves, goggles, graphite, grease cups, horns, hose, insulating tape, jacks, lamps, license numbers, lubricating oils, mufflers, nuts, packing, sheet brass, spark plugs and coils, speed indicators, tires, tire chains, covers, pumps, treads and tubes, tools, brass, copper and rubber, vacuum bottles, vises, washers, wrenches, wind shields.

Electrical Supplies.

Manufacturers or electrical supply houses should be able to judge, from

the general conditions and size of the town, about what goods and quantities a merchant requires for an initial stock of electrical supplies. All the clerks in the store should study the catalogues, become familiar with the goods and their uses, so that customers will not be dependent upon one clerk to wait on them.

The line of goods suggested below includes material for wiring factories and public buildings, as well as for home use. In towns where there is no mill trade the factory material would not be required, a stock sufficient for a starter of the following goods can be purchased at an outlay of \$250 to \$300—wire runs into money pretty fast :

Dry and wet batteries, wire, switches, cut-offs, rosettes, cleats, knobs, porcelain tubes, receptacles, key sockets, circular looms, drop cord, fuse wire and plugs, bells, bell wire, push buttons, electric light bulbs, insulating tape. In ordering cut-outs, sockets and switches, particularly, it is necessary to select those specified by the underwriters.

CROCKERY DEPARTMENT PAYS.

"The crockery department of my store is one of the best paying investments I've got," remarked a hardware merchant in a small Ontario town recently.

He explained why. The important things to look after in the crockery business, he said, were buying the goods, unpacking them carefully, displaying them in the store, and advertising them judiciously.

"We carry crockery, pottery, china-ware and glassware, because there is no exclusive china store in our village and because we find it a splendid addition to our hardware and housefurnishing business. It is something that if handled with care and nicely displayed will attract buyers of not only those particular goods, but for others, and will gain very often new customers for other departments.

"When a shipment arrives, I personally superintend its unpacking for I believe that money can be made by carefully handling the goods that come into the store. Occasionally a few articles are broken, but very seldom, and by using this special care I do not have those losses in breakage that some others have.

"I always keep one of my three show-windows for crockery, pottery, china-ware, etc., changing them regularly once a week. They are goods which always can be made to show up well, but some thought and study is necessary in order that the window will draw special attention."

Sewing Machines and Pianos as Side Lines

Neither Firm Nor Partnership—Makes a Specialty of Selling Side Lines and Keeps a Man Constantly on the Road Calling on Farmers and Other Possible Customers.

By Victor Lauriston.

Chatham has more hardware business per capita of her population than probably any other Ontario city, and the typical Chatham hardware business is built from the ground up. But so long has the hardware business of George Stephens been before the eye of the buying public and so big a part has it played in Chatham's commercial life that the mention of hardware at once suggests a name that is a veritable household word, not only in the city itself, but throughout the entire length and breadth of Kent county.

In one respect at least the business is unique. There is no firm or partnership. Since the dissolution of the firm of George Stephens & Co. several years ago, the business has been carried on by George Stephens and D. H. Douglas. There is a certain status quo maintained, but there is no hard and fast partnership bond. The arrangement works harmoniously and business continues just as prosperous as though the two gentlemen at the head of affairs were riveted together. Just a word about these Men Behind.

George Stephens has been a prominent figure in Kent's business, municipal and political life for 40 years. He was born in Northumberland County, a son of William Henry Stephens, on Oct. 2, 1846; but ten years later came with his parents to Kent, and has been a Kentsman ever since. He began life on the farm. At 26 he entered into partnership with his brother, the late W. H. Stephens, at Chatham. Six years later, in 1872, he set up in business for himself establishing the hardware business with which his name has ever since been honorably associated. Elected to the Chatham city council in 1899 and re-elected in 1900, he attained a prestige in that body which, combined with his long service to the Liberal party in Kent, led to his nomination for the Commons in 1900. He was elected by a substantial majority over a popular opponent, and served four years. Public opinion to-day, alike of political friends and political opponents, unhesitatingly declares that no man was more eager than George Stephens to be of service to his county while in the House, and no predecessor there accomplished so much for Kent.

D. H. Douglas is a younger man, but, like Mr. Stephens, has spent all his business life in "hardware." He possesses the notable distinction of having

embarked in business for himself at the early age of 20, first starting at Morpeth in 1886. Thence, in the fall of 1891, he went to Campbellford, entering into partnership with T. S. Tait, the firm of Tait & Douglas continuing till, in 1900, Mr. Douglas retired to associate himself at Chatham with the newly formed firm of Stephens, Quinn & Douglas. On the retirement of Fred Quinn, the firm continued as Stephens & Douglas. Later, D. Crombie entered the partnership, which became Geo. Stephens & Co. Since his retirement "George Stephens—D. H. Douglas" is the simple, straightforward legend which has adorned the letter-heads.

Unique Side Lines.

Probably the most striking feature of the business is the carrying of side-lines, some of them at times associated with the hardware business, others rare if not absolutely unique. The Stephens business handles the White sewing machine, having the local agency. Cream separators and washing machines are prominently featured. The piano department is in many respects one of the most interesting items; the Stephens-Douglas people represent the Nordheimer, Marshall-Wendall and Newcombe instruments. A big, handsome touring car, beautifully finished in dark green, which graces a section of the show window this week, intimates to the public that here is the agency for the McLaughlin-Buick automobiles. A show case devoted to a flashing, brilliant display of silverware and cut glass is always a striking item in the make up of the business. Other hardware stores doubtless handle one or other of these lines, probably more than one; but it is doubtful if there are many hardware stores with so comprehensive a group, or so prominently featured.

For, large as is the general store, hardware and implement business transacted, it is to these side-lines that particular attention is given. They are largely featured in the show windows. The store is an exceptionally wide one, with the entrance to the right (going in) and this gives, to the customer's left as he goes in, a display window equal in extent to the front of two ordinary stores. Hence, facilities for window display are exceptional; and they are exceptionally well used.

Probably half this space all the time—or all this space half the time—is given to pushing the "side-lines" al-

ready specified. The underlying theory, if there is one, is that ordinary hardware lines call for less pushing than lines not customarily associated in the popular mind with the hardware business. This is largely true with every established business. People are going to buy nails or jack-knives here because they have always done so, have secured good value, and know that they can get just what they want even if they never see a nail or a jack-knife in the window. And this is probably why so large a share of window space is given to larger articles. For the man who has bought nails has yet to buy his first automobile, and probably the woman who would never think of purchasing a box of tacks elsewhere still merits a gentle hint that she needs a sewing or should not forget, through lack of practice, how to play a piano.

The window displays are used to excellent advantage, and, the amount of space being so large, the featuring of certain lines does not mean the entire exclusion of staple lines. Though one or other of the "specials" is always to the front, the year's displays will probably cover, except for certain staples, practically the entire stock. The ground is covered all the more effectually from the fact that changes of display are frequent. No display is given a chance to grow stale. Something new can always be found in the Stephens-Douglas windows. Further, the display, besides being new, is pretty certain to be seasonable, if at the moment there is anything that especially deserves to be called "seasonable." Here, too, the advantage of a big display window is manifest, since three or four seasonable lines can be shown at the same time.

Canvasses for Trade.

Probably the most important and most vital agency in pushing the Stephens-Douglas business to the front is the "road man." Indeed, the business, from the very outset, has been built upon the road man and his work. In his early days as a hardware merchant, Mr. Stephens himself had the reputation of being the most energetic and effective road man and implement salesman in Kent. No hour was too early or too late to talk business to the intending purchaser, and his persuasive, logical and convincing salesmanship, backed by reliable goods, laid the foundations of the present splendid business. A tale has floated down the corridors of time to the effect that once, when half a dozen agents were trailing a "prospect" for a reaper—or maybe a binder—George Stephens calmly arose at 2 o'clock in the morning, drove six or eight miles into the country, rooted his man out of bed at three

o'clock or thereabouts, and—well, the rival salesmen, who were waiting for dawn to break over the Kentish meadows, found to their disgust that a man who didn't bother about dawn had stolen a march on them. Maybe the story is only fiction; but anyway, the hustling trait it illustrates is fact.

For the profitable handling of the firm's specialties, the road man is essential, and the business has employed in the past, and still employs, a singularly effective selling staff.

Experience seems to show that farm implements, pianos, automobiles, sewing machines, and similar articles must be pushed in this way. The sale of a box of tacks over a counter is one thing, for its complement is the dropping of a coin in the till; but the sale of a piano involves the taking of a lien note in most cases, and this requires in many cases prolonged and persistent persuasion. You can't afford to wait in your store till the man with whom you discussed a piano comes back to talk it over, for the woods are full of piano agents hustling for their daily bread. You must go into his home and deliver your second piano talk by his hearth, and the only condition on which you let up is a signed contract, or a solemn promise that he'll see you again before he consummates a deal. If you want to land an order for a binder, you can talk binder more effectually with no distracting reapers or manure spreaders in sight. If you are going to land the business, you must be in a position to go after it—not once or twice merely, but if need be a dozen times.

A merchant with the details of a big store under his care can't personally follow up every prospect. Hence, the necessity for and justification of the road man.

Here the advantage shown in the big window is repeated. The average agent has only one line to talk. If the man he meets doesn't want the article he's selling and persistently refuses to buy, he must count the time and effort expended a dead loss. Then, too, he talks one line, only one line; and his talk drifts into a rut.

But here the road man who can't sell an auto has a cream separator to offer; if the purchaser has a cream separator, he surely needs a piano. If the piano is too ornamental, the sewing machine is singularly useful. It's a chill day when he can't offer something that will at least interest the other fellow. Because he handles so many lines, his percentage of sales is bigger than that of the agent with but one line. Hence, the cost per sale in time, effort and traveling expenses is less. In addition to which the road man has a wider outlook—which is an advantage.

Do you question the wisdom of handling specialties so foreign to the genuine hardware business? Here is your answer. In the short time that the Stephens-Douglas people have been handling pianos (the most "foreign" article in the list) they have disposed of between three and four carloads. Nor have they sold less paint, nails, putty and window glass.

Varied Nature of Stock Helps.

In fact, the specialty and the staple work well together. The featuring of the McLaughlin-Buick motor car or the Nordheimer piano attracts attention to the store. The man who comes to buy a jack-knife is, on the other hand, so much new material for the road man to some day work upon.

"We give the people the goods that they want and the quality they want at prices that are right." This is in effect the philosophy of the business, as stated by Mr. Douglas, and to this policy is due the large "steady" trade that has come year after year. That the purchaser must be satisfied is one of the underlying axioms of the business; and, the purchaser being satisfied, the problem of holding him is sealed down to the irreducible minimum. The prestige of a large established trade is helpful in securing new business.

Prompt service is a feature. The customer who comes into the store is greeted immediately; he is waited upon with as little as possible delay. If an order is to be delivered, it is the rule that there must be no disappointments.

One valuable item in the sales policy of the store is the annual fall fair display. Here, as in the store itself, the specialties are featured. Last fall the display was of pianos and cream separators—neither of them strictly hardware lines. A couple of piano sales within a few days were directly traceable to that display, and it undoubtedly paved the way for the sale of a host of pianos and separators later in the season. Here, as in the store itself, the big article, which should and did quickly repay the proprietors for the expense involved, was pushed into the foreground. Mr. Stephens himself had charge of the fall fair display—which indicates the importance attached to this method of reaching the public, and particularly the farming public. The fall fair display is no new departure; it is a feature year after year. Results have justified it.

If you are permitted to participate in the social life of the customer, don't overdo it.

Clerks should not smoke during business hours. It is offensive to all ladies and some men.

Business

Management

Simple Way of Keeping Books in Hardware Stores

"Accountant" Describes a Concise Plan requiring Only Three Steps in the Store Accounting— Illustrations of Forms Used and Example of Cashbook Journal and Ledger Entries.

This article is written, not with the idea of giving a complete course of instruction in book-keeping, but to give to the retail hardware dealer a concise and efficient system of keeping track of his business. We are taking for granted that the dealer has in connection with his hardware business a tinsmithing and plumbing department, which he wishes to keep separate from his store business. He will require only the following books and records.

First—Counter checks and workshop orders.

Second—Cashbook journal.

Third—Ledger.

These books will supply all that is necessary.

Counter Check Books.

The counter check may be used in conjunction with the cash register or cash carriers. If the cash register is used for cash sales, then the counter checks will

John Smith
as *Smithville*

1 axe	1-
1 saw	.50
1 hammer	.60
1 qt #69 paint	50
<i>chg</i>	<u>2.65</u>

FIG. 1.
Counter Check Book.

be used for charge or credit slips only after the manner of the sample shown herewith. These charge checks should be filed each day on a special file (which can be obtained with the books), numbered consecutively and posted direct to the ledger account with date and

check number as shown in J. Smith's account. In this very simple manner all so-called "original entry" books are

SHOP RULES.

- 1—No work shall be done by any employee excepting on order from office.
- 2—All material taken out must be reported to office.
- 3—This Time Card MUST be filled out and handed in at office at end of EVERY DAY'S WORK.

WORK.	Hours.	Minutes.	Order.
A. M.			
REPAIRS			
P. M.			
REPAIRS			
Remarks			

FIG. 2. Employee

Form for Tin Shop.

done away with and accounts, when made out for the customer are taken directly from the charge check, avoiding errors. The credit to sales account, which must, of course, be made in order

to carry out the double entry system is made by listing the amounts of the checks and credits, filing this at the end of the month's checks and posting the total to "sales" account. Of course, if the merchant wishes to use the monthly account loose leaf system, which is decidedly the best system for the retail merchant, he would have to change his method accordingly, but the principle is the same. The details would be explained by the party selling the system.

Workshop Orders.

The workshop order, a sample of which is shown is used in the same manner as the counter check, but shows complete particulars as to cost of material, labor, date work is stated and finished, etc. The total is listed on a recapitulation sheet, filed at the end of the month, and posted to the credit of "workshop sales" A sample of time card to be used in connection with the workshop order is also shown and will be found a convenient method of keeping track of labor.

Cashbook Journal.

From the posting of "charges let us look at the "cashbook journal." This is your record of cash sales, bank account, cash account expenses, wages, in fact, everything, but the charge checks. The sample sheet shown can be made specially into a book or can be ruled up by the merchant as desired. We recommend a loose leaf system. It will be seen that only those items appearing in the "sundries" column are posted

Date Work Completed	Dept. 2 SHOP ORDER	TORONTO HARDWARE COMPANY	Binzer Folio
Entry	For	TORONTO Mar 2 1910	Order No
	When Wanted	John Jones Jonesville	176
CK	Particulars of Articles or Work to be done	PRICE	Amount
	Install		
	1- 5' Bath		
	1- F. 130 Basin		
	1- L.D. Closet		
	Plus Contract	125 00	

FIG. 3

Shop Order Form.

HARDWARE AND METAL

Deht 2. Details Time and Material

DATE		Particulars of material used				Price	Amount	
		Bath ²⁰ Basin ⁹ Closet ¹⁶ Cost					45	-
DATE		Workman					amount	
Mar	14/10	GPB	$\frac{10}{1}$	$\frac{9}{2}$	$\frac{10}{3}$ $\frac{10}{4}$	39 hrs @ 30 Cst	11	70
		CD	$\frac{10}{1}$	$\frac{9}{2}$	$\frac{10}{3}$ $\frac{10}{4}$	39 hrs @ 15 "	5	85
							17	55

FIG. 4

Reverse Side of Shop Order Form.

daily, the totals of the other columns being posted to ledger account, once a month only. The page shown will illustrate the method of making the entries and also the method of closing the C.B. J., at the end of the month. The totals at the head of the page, represent the amount carried over from the previous page, that is the total for the month up to that date. The sundries it will be noticed are posted individually and the totals at the end of month.

The Ledger.

It will be found convenient to divide the ledger into three sections.

First—Impersonal accounts, that is capital, sales, purchases, wages, expense, etc.

Second—Accounts with your customers.

Third—Accounts with the parties from whom you buy.

Samples of a few ledger accounts may not be amiss and will show the method

of posting from counter checks, and also from the cashbook journal. It is very difficult to give in one article a comprehensive scheme of accounting, but perhaps the illustrations will help some one who wishes to have a shorter form than he has been using.

Will Answer Questions.

The writer of this article will be very glad to answer through Hardware and Metal any questions, which may be asked with regard to hardware store accounting, and perhaps, may be able to give a more intelligent reply when answering specific questions.

Ledger

J. Smith

Smithville

1910		NAME	FOLIO	DR AMOUNT	1910		NAME	FOLIO	CR AMOUNT
Jan		$\begin{array}{r} 100 \\ 101^{\circ} 475 \\ \hline 810^{00} \\ 20^{\circ} 215 \end{array}$		3 00	Feb	25	By Cash	10	25 00
		$\begin{array}{r} 2- \\ 51^{\circ} 915 \\ \hline 12^{00} \\ 2216 \end{array}$		22 00					
1910		Toronto Mfg Co			1910		Toronto		
Feb	25	To Chy & Desct	10	100	Jan	10	By Purchase	8	100
		Cash							
1910					1910				
Feb	28	To Sundries	10	560	Feb	28	By Sundries	10	448
		Purchases							
1910					1910				
Jan	31	To Sundries	6	400	Jan	31	By Sundries	6	10
Feb	28	Do	10	191	Feb	28	Do	10	13

File 6

Accounts Entered in Ledger.

MONTH OF FEBRUARY, 1910

CASH BOOK JOURNAL

[illegible]

Entries Made in Cashbook Journal—Ruled Lines Not Reproduced in Sketch.

Right Way to Figure Profits is on Sales

Expense is Based on Sales and Profits Should be Also—Result of Figuring Profits on Cost—Sales Totals Always Available, While Invoice Costs are Seldom Recorded in Books.

By T. A. Fernley, Sec. U.S. Wholesale Hardware Ass'n.

It is indeed remarkable that on such an important subject as the calculation of profits there should be such a variance of opinion, for the issue involved is vital to the welfare of every one engaged in any form of commercial activity.

True, the vital issue is the showing of net profit or loss at the end of the year when the inventory is completed, but in order that this showing should be satisfactory the proper method of figuring profits should be pursued. In our mind there should be no misunderstanding as to the correct method of calculating this most essential element in every business transaction.

Every man engaged in business ought to be able to see that John does not have 50 per cent. more than James, because James has 50 per cent. less than John.

Yet many business men seem to have persistently refused to acknowledge that any per cent. of a smaller sum is a smaller per cent. of a larger sum, or to put it concretely, that 25 per cent. of 100 is only 20 per cent. of 125, and that 25 per cent. increase over cost is 20 per cent. profit on the selling price.

An incorrect or incomplete understanding of percentage of profits and failure to observe the proper method is the rock on which thousands of commercial undertakings have gone to pieces.

The subject of percentage of profit has not been given sufficient consideration by the school and college text book makers, especially from the standpoint of business men, so that the insufficient and incorrect understanding of the question has led many to falsely believe that the percentage of profit should be figured on the flat net cost.

System Used in Schools.

The method of figuring the ratio of profit on the sale is declared by many who may not be fully informed to be diametrically contrary to the methods taught in our schools, and is therefore loudly decried by those who now insist on using the net cost as a base, to their subsequent loss.

So that it may not be misunderstood, it should be said that it is scientifically correct to use either the cost or the selling price as a base in figuring the percentage of profit, so long as it is stated on what base the percentage has been calculated. This, however, should not be regarded as being in the nature of an academic discussion, for it is certainly the privilege of professional men to hold

any views that they may prefer on this subject; but it is hoped that they will concede to business men the same privilege especially when the method followed has such a decided effect on the volume of net profits realized from the conduct of their business, and permit them to adopt that method which most fully answers their requirements.

School and college text books refer to this question as "Percentage of Gain and Loss," and the initial figure or cost is used as the base.

Some text books use as the base a prime or net cost and again others add a certain amount for expenses, making a gross cost as a base.

Many of the examples given refer to abstract figures, citing such cases as the following:

"If the population of a town increases from 30,000 to 45,000, what is the percentage of gain?
Answer, 50 per cent."

This is, of course, correct, and the words "gain" and "increase" are properly used in this connection, but this bears no relation to the question of percentage of profit as applied to commercial transactions involving money.

With the cost as a base or 100 the text books figure that if 25 per cent. is added the percentage of profit is twenty-five one hundredths (25-100) or $\frac{1}{4}$, which is equal to 25 per cent. In this case we would consider the cost as 100, and the added 25 per cent. would make a total of 125. The percentage of profit would then be 15-125, or 1-5, which would be 20 per cent. profit on the sale.

A percentage of gain or increase of many hundred per cent. is possible, but as percentage of profit is on the sale, one hundred per cent. profit is impossible unless the goods are secured free of charge.

The percentage of profit and the percentage of cost of doing business should both be figured on the same base.

First, let us consider what we use as our cost. Almost all merchants consider as cost the invoice price or "prime" cost, with no selling or other expenses added, merely figuring in the cost of delivery to their warehouse.

All operating expenses, storage, selling, office expenses and every other item of expense must be provided for in the difference between this net cost and the net selling price.

On the other hand, manufacturers very generally start with their shop or mill cost and add to this all the direct out-

lays incident to placing the goods in the hands of the buyer. This includes storage, selling expenses, office expenses, packing freight and all miscellaneous expenses, making a gross cost above which everything is profit.

This fact accounts in a measure for the variance of opinion between some manufacturers and jobbers on this question. Manufacturers are prone to tell the jobbers that on their line of goods a profit of 25 per cent. is made, when the fact is that the gross profit is 20 per cent. on the sale. If arguments of this nature are properly met a change of method of benefit to the entire trade will be effected.

Some of the more important reasons for pursuing this method of figuring the Percentage of Profit on the sale are as follows:

In every business (we refer more particularly to merchandising) two separate amounts of capital are required.

One item of capital for investment in merchandise.

Another item of capital is necessary for operating expenses, such as rent, pay roll, current expenses, selling expenses and all other expenditures not properly chargeable to merchandise account.

All the capital invested in the business must produce a proper return. Dividends are obviously impossible on the entire amount of capital invested unless all is considered in making selling prices. If the percentage of profit is reckoned on the cost of merchandise only, no provision is made for the other item of capital demanding returns.

The sales totals are always readily ascertained, but the total of each individual daily and monthly cost of invoices sold is seldom, if ever, recorded in the books of business houses. Therefore with the sales totals always present is not the sale a proper base for all calculations, and how could cost be considered when it is not definitely known by reference to sales books? Gross costs can only be ascertained from the totals obtained at the end of the business year, and are not shown daily as are the gross sales.

Can Only be Found in Sales.

The percentage of expense of conducting a business may be readily ascertained by dividing the gross sales by the gross expenses. As this percentage of expense is on the sales, it is thought better to refer to the percentage of profit on the sale to avoid any misunderstanding and consequent loss through the use of any other method.

The fact that a profit is not made until a sale is actually effected further advances the selling price as the proper basing factor for percentage of profit.

The salary or other forms of remuneration of salesmen is always reckoned

on the sale and the amount is always based more or less on a percentage of the sales totals.

Mercantile or other taxes of a similar nature are assessed on a certain percentage of the annual sales. Also if any special taxes are levied by the State on the sales of any special goods such as revolvers, etc., the amount is always a certain percentage of the selling price of such items and not a percentage of the cost.

Result of Figuring on Cost.

This illustration shows the greater safety of figuring on sales, especially with untrained minds who do not properly discriminate.

The manager of a business sold an article which cost 80c. for \$1.00, and basing his percentage of profit on the cost figured that he was making 25 per cent. At the end of a given period the sales totaled \$20,000. The manager told a stockholder the amount of sales and also the percentage of profit.

The presumption was that a profit of \$5,000 had been realized, while the books only showed a profit of \$4,000, or 20 per cent. on the sales.

Cases have come to our notice where arrests for defaulting have actually been made in such instances, and the wisdom of figuring percentage of profit on the sale has been taught the prosecutor and defendant at considerable expense.

From an article printed some time ago we quote as follows: "You will find in every arithmetic such examples. A man buys a horse for \$50 and sells him for \$75, what percentage of profit does he make? Answer, 50 per cent."

No more fatal and misleading ones were ever penned. They lead us to think of the percentage of profit from an unbusiness-like standpoint, and cause many business men to think they are making much larger profits than they really are. This makes them prodigal of expense and often leads to a failure which with more thorough knowledge of percentage could have been avoided.

Suppose a man to have in contemplation the sale of a horse on the basis of the above transaction: A broker approaches him and offers to conduct the negotiation. He asks a commission of 33½ per cent.

Now, the owner of the horse, having a profit of 50 per cent. in sight, agrees to this, and the broker, having completed the transaction, renders a bill as follows:

Sold one horse at	\$75
Commission, 33 1-3 per cent	25

Due seller	\$50
------------------	------

The seller's books would show a profit of 50 per cent. entirely eaten up by a commission of 33 1-3 per cent. Not good figuring, is it? Still, that is the way

nine-tenths of our smaller merchants figure, which fact often accounts for their being small.

Figure Profit on the Sale.

Always figure your profit on the sale. Then you will be on the safe side. To obtain the correct percentage of profit on any transaction subtract the cost from the selling price, add two ciphers to the difference and divide by the selling price.

Example No. 1.—An article costs \$5 and sells for \$6. What is the percentage of profit? Answer, 16 2-3 per cent.

Process—Six dollars minus \$5 leaves \$1, the profit. One dollar divided by \$6, decimally, gives the correct answer, 16 2-3 per cent.

This operation is simple and a knowledge of it being vital to any one engaged in, or intending at any time to engage in business, it should be carefully committed to memory and constantly borne in mind.

Example No. 2.—An article costs \$3.75. What must it sell for to show a profit of 25 per cent. Answer, \$5.

Process—Deduct 25 from 100. This will give you a remainder of 75, the percentage of the cost. If \$3.75 is 75 per cent., 1 per cent. would be 5 cents and 100 per cent. \$5. Now, if you marked your goods as too many do, by adding 25 per cent. to the cost, you would obtain a selling price of about \$4.69, or 31 cents less than by the former method. Which is right?

When you take 25 per cent. off the selling price, figured according to the first rule, you will still have your cost intact. Take 25 per cent. from the second sum and see if the cost remains.

Great Merchant Made Mistake.

A large department store changed hands. The goods in stock, to cover freight and other charges were marked up 10 per cent. They were to be sold at actual cost, but for convenience sake were invoiced as marked. The inventory having been completed, nothing remained to be done but take off the 10 per cent. that had been added.

The parties to the sale accordingly approached the accountant having the matter in charge with a request that this be done. The man of figures set about making an elaborate calculation with this object in view, when he was questioned by the seller as to what he was doing.

"Reducing the goods to cost," he answered.

"Nonsense. Just take off 10 per cent." said the seller.

"Do you want it done that way" asked the accountant.

"Why not?" said the merchant.

"Well, just add 10 per cent. to a dollar and from the amount thus obtained

deduct 10 per cent. and see if you have your original dollar left."

The merchant saw the point at once and said no more to the man of figures, who was saving him more than \$3,000 he would have lost and the buyer gained without either of them knowing anything about it, and all on account of a little lack of knowledge of percentage.

The following tables show the percentage of cost which must be added to effect a given profit on the sale:

5 p.c. ad. to cost is	4½ p.c. profit on selling pce.
7½	7
10	9
12½	11½
15	13
16 2-3	14½
17½	15
20	16 2-3
25	20
30	23
33 1-3	25
35	26
37½	27½
40	28½
45	31
50	33 1-3
55	35½
60	37½
65	39½
66 2-3	40
70	41
75	42½
80	44½
85	46
90	47½
100	50

MAKE THE ORDER PLAIN.

The claims department of a jobbing house is often overworked because of carelessness in ordering.

For instance, a retailer sent to his jobber for "tin roofing nails." The jobbing house studied the situation and sent tinned roofing nails, which had to be returned. The retailer wanted nails for putting on tin roofing, and what he should have ordered was wire roofing or cut roofing nails.

Another order was for bars of steel, "3-2 inches by 3-2 inches." After some study, it was decided that while the man for whom the goods were ordered might be clear in his mind as to what was wanted, the jobber was not so clear, and the only thing to do was to ask. A letter was accordingly sent asking if he meant three and a half inch by three and a half inch, which was an unusual size. Word came back that what he wanted was a bar one and one-half inches square, and supposed that anyone who knew anything about the hardware trade would have no trouble in making out what he meant.

What other people think about you is always interesting, but only what you think of yourself is important.

Spend less time in envying the success of your neighbor and a little more in trying to get there yourself.

System Used in a Large Hamilton Store

Description of the Store System of Stanley Mills & Company—Copies of Forms Used in Buying, in Taking the Inventory, in Keeping Track of Sales, in Making Deliveries, etc.—Buyer Knows Exact State of Stock Before Placing Orders.

By Weston Wrigley.

Most department stores have their beginnings in a dry goods store, but Hamilton has such a business which is the outgrowth of a successful hardware store, Stanley Mills & Co. having originally conducted a hardware store. In fact, while they have a large departmental store they conduct their hardware store in an adjoining building and the latter is practically a straight hard-

an account. It is much easier, therefore, to work out a store system than if goods were sold on credit.

Buyer Cannot Overstock.

In describing some of the system used in the store a start will be made with the buyer, whose success or failure largely depends upon the information he has as to the quantity of the goods

article are used. The other information is obtainable from the invoices of purchases of the article made during the year.

The result of this method is absolutely no danger of overbuying either as to quantity or specifications of sizes. With general business conditions before him the buyer knows whether to buy a little more or a little less for the future than in the past. All of these individual stock sheets are carefully filed for next year's reference.

Another excellent result of this constant stock-taking on a small scale is that each clerk is quite familiar with his stock and when the annual general store inventory is being taken every clerk is doing only what he has been

STANLEY MILLS & CO., Limited.

Inventory Sheet

Quantity	Number	Size	NAME OF ARTICLE	Selling Price	Cost Price	Cost Price Extended
5 only	2		Rebbs Dog Muzzles	25		
32	3		"	30		
17	4		"	35		
4	2		Bottles	25		
2	3		"	30		
5	1		"	40		
2	2		"	45		
2	3		"	50		
71			Hamilton			

Reduced From 8 1/2 x 10 3/4 inches.

ware store maintained as a department of a larger business. And Stanley Mills, the founder of the business, keeps in close touch with the hardware trade, reading the trade papers carefully and holding a membership in the Retail Hardware Association.

In common with other progressive stores conducted along similar lines, particular attention is paid to newspaper advertising and window dressing. The store is well arranged and no op-

portunity is lost to show goods on counters, display stands, etc., the prices being always shown in plain figures in order to allow the customer to buy with the least possible effort. The time of clerks is also saved by this method of display.

Everything sold in the store is for cash or delivered c.o.d. No accounts are kept with individuals or institutions of any kind and no one owes the store

sent stock of the line of goods it is proposed to buy, and 2nd, an accurate statement of the purchases of the same article during the past year. In this way an exact idea of the season's output is before the buyer. The present inventory of the goods may be taken by the buyer himself or he may assign that work to the clerk who has the care of that particular stock. In all cases the forms reproduced with this

STANLEY MILLS, PRESIDENT.

ROBERT MILLS, SECRETARY

EDWIN MILLS, MAN'S DIRECTOR

STANLEY MILLS & CO., LIMITED.

PAID UP CAPITAL \$500,000

BANKERS-BANK OF HAMILTON.

HAMILTON, CANADA,

191

Order given to MESSRS.

Address

Ship goods... Dated as... Terms... % 30 days, or... % 10 days. Interest for unexpired time at the rate of... % per annum. Charge goods to us and ship per

Purchased by

for Department

All U. S. and other foreign firms must forward THREE invoices, one (the original) to have Certificate of Declaration on, signed with the name of the firm. All cases or packages from U. S. firms must be numbered, corresponding number to be on invoice. Representatives must forward THIS COPY direct to their firm's office, as payments will be made only on basis of this order.

FIG. 1 (7 1/2 x 10 3/4)

Confirmed by Stanley Mills & Co., Limited, per

Reduced From 7 3/4 x 11 3/4 inches.

doing quite frequently throughout the year and is therefore very familiar with the work. Stocktaking is consequently well done.

Stocktaking.

The small inventory sheet (Fig. 1) is used constantly throughout the year. Whenever it is desired to know the stock on hand of any given article or line of goods, for the buyers' or manager's information, these sheets are

PREPARATORY SHEET

Dept. _____	Section No. _____			
Clerk _____	Sheet No. _____			
Feb. 1st, 190 _____	Location _____			
QUANTITY	ARTICLE	SELLING PRICE	COST IN CHARACTER	COST IN PRICE

Reduced From 8 x 15 inches.

portunity is lost to show goods on counters, display stands, etc., the prices being always shown in plain figures in order to allow the customer to buy with the least possible effort. The time of clerks is also saved by this method of display.

Everything sold in the store is for cash or delivered c.o.d. No accounts are kept with individuals or institutions of any kind and no one owes the store

used. Then when the annual general inventory time comes each department is sub-divided into sections, and about a week before the fixed date the firm's clerks write down a list of goods in their several sections, using for this purpose the "Preparatory Sheet" (Fig. 2).

Any sales from stock during stocktaking are noted on these sheets, which are carefully collected and numbered

Remarks and Suggestions :

Absentees

FIG. 5' ($4\frac{1}{4} \times 8\frac{1}{4}$)

NOTE—Check Books must be added each night and this statement handed in to MR. E. MILLS first thing the following morning.

Reduced From $4\frac{1}{4} \times 8\frac{1}{4}$ inches.

Sheets" (Fig. 3.) This gives two copies of the stock lists, and they are kept separately, as in case of fire the duplicates might prove valuable. This method of stocktaking has been used by the firm for many years with good results. They can, in less than 10 days time, take stock of upwards of \$250,000 worth of goods, and do it fairly accurate for a going business. Adding machines are used wherever possible.

This card **MUST** be returned before next delivery.

Driver's No. 193 Direction East Time 4:00 Date Jan 15/10

Loc. or Block Name	NAME	Street No.	STREET	No of Parcels	Sold by	Amount C.O.D.	Amount Received	REMARKS
								If left in shop but regular way make same here.
	Robinson	5	Slater	11				
	Calloway	57	Norway	11		75.58		
	Fanner	46	Catham's	11		5		
	Harris	901	King east	11		81.00	70	
	Callagher	183	Hughson S	11		107.62		
	Taylor	134	Cumberland	1		244.4	47	
	Albert	150	Westworth	1		53		
				call	62	200		on parcel

Fig 6 (8x12 1/2")

Reduced from 8x12½ Inches.

Dept. For Night's Paper.

Items must be in the Advertising Department by 4.00 p. m. two days before the advertising appears.

AVOID MISREPRESENTATION OR EXAGGERATION

Reduced From $8\frac{1}{2}$ x $11\frac{1}{2}$ inches.

With these form before them the Stanley Mills & Co.'s buyers have accurate information of every kind, when buying. Knowing the present stock, the annual or season's output, up-to-date prices, and prospects for future selling, a mistake is inexcusable and rarely occurs.

The house never gives an order of any kind or size without fully discussing the terms of payment, the method of shipment, and all other details. They never leave the price open, and never give an order without keeping a carbon copy for reference. A copy of one of their order forms is shown in Fig. 4, the forms being bound in book form and perforated on the left hand side.

Sales and Deliveries.

The daily sales statement (Fig. 5) is an interesting form which places before the manager a full record of each salesman's work, both individually and in comparison with the other salesmen. The number of customers served by each clerk as well as the number of sales made by the store each day is a matter of record easily available for reference, along with this being the cash receipts and the total brought in by each salesman. Each salesman knows how he stands with the other clerks.

The delivery system is also very complete, delivery sheets being made out in duplicate by the use of carbon paper, the carbon copy being perforated and torn out for the driver's use. The form (Fig. 6) shows the driver's number, the time and date of the delivery, the customer's name and address, the number of parcels and clerks who made the sales, and the amount to be collected if the parcel is to be delivered c.o.d. The "amount received" column is for the use of the driver in making returns of collections and the "remarks" is for

any special instructions or driver's report.

The "special notice" form (Fig. 7) is used in sending memos to the salesmen or delivery men, each clerk or driver signing the memo with his or her number after reading the notice. In this way there is a check upon each employee and attention is paid to all notices coming from the office when they have to be signed for.

The advertising sheet (Fig. 8) illustrates the system of having the manager of each department make up his "copy" two days in advance, this giving the ad. writer and printer time to prepare the announcement in proper form and have cuts made if necessary.

Years of experience has proved the wisdom of a store system of this kind, the building up of the business being greatly aided by the labors of management being lightened as a result of adopting modern methods in store management.

HANDLING CHARGE ACCOUNTS.

G. A. Binns, Newmarket, has a simple system of handling charge accounts. If the account is small it is entered on a small card and filed away in a card index, and being made out in statement

Dr. to G. A. BINNS.

Dr. Horan

Dad Holden		DR	GR
12/13	1. Look x Kust 1 pr 3x3 Butt.	2.25	25/12 ¹⁰
Paid			
12/21 ¹⁰			

Method of Handling Charge Accounts.

form is always a complete memo of the account. Another small item can be added to it or it can be receipted and handed to the customer, and the money rung up on the cash register, as cash received. The accompanying sketch shows a card (3 x 5 inches), on which the account of Dan. Horan for 35 cents

SPECIAL NOTICE

Date June 4/08

To Clerks employed in the

Hardware

Department

All screen door hinges that break from faulty manufacture are to be replaced free of charge but the defective ones must be kept so we can make claim on makers

Shown to Nos. 127, 141, 130
122 121 25 123 129

FIG. 7 (4½x8½) STANLEY MILLS & CO.

Reduced From $4\frac{1}{2} \times 8\frac{1}{4}$ inches.

was entered on Jan. 22, 1910, and paid on Feb. 21, 1910.

If the charge account amounts to several dollars it is entered on a regular statement, bound in book form and kept as a record of charge accounts. By using carbon paper a duplicate is taken and

the account is always ready to be presented to the customer without a moment's delay. Each account entered in this book is numbered and a card inserted in the card index file in the proper alphabetical location. This aids in looking up the account and makes the index a complete file of charge accounts.

here we get back to the old point again—it is not the paper profit, but the selling chances that must first be considered. In specialties, therefore, the buyer should go wary, remembering, however, on the other hand that the store should be up-to-date as much as possible. It gives it a distinction in the eyes of the district.

Quality First and Last.

Great attention must be paid to quality. The quality of its goods is the foundation upon which a store rests. Once the word "cheap" is applied to a concern, once customers become dubious as to the durability of the articles carried, the store loses caste. A good profit may be made to-day, but a customer is lost to-morrow, and no man can afford to lose a customer. Much money may be made one year on a line of goods cheaply bought, because of their inferior quality, but the process cannot be repeated another year, because the customers will not buy again. Once bitten twice shy. With the selling of cheap hardware the buyer has always to fight against the great drawback of want of confidence in his own goods. He cannot dilate on their quality. His selling force must be strictly on the question of price. And, as we said before, this argument only carries weight once with each customer. With high quality goods the case is entirely different. The selling argument is stronger, and although the attendant higher price may lose the itinerant customer it gains the constant one. As a hardware expert recently said: "One should constantly try to build up store character. Each store has a distinct character, and when you sell good goods—goods that will give perfect and complete satisfaction to the consumer you are building up store character in the highest and best manner possible. Never in my life have I known a consumer to regret buying a good article in the hardware line, whether he was a mechanic, a farmer, or engaged in any other pursuit. No matter how much he fussed about the price at first, no matter how much he quoted catalogue house prices, he was invariably pleased and satisfied with himself and the house if he bought a good article that proved to be first-class."

It is a mistake to buy in large quantities simply to get an extra 5 per cent. or so. If by buying the larger quantity the stock has to be carried, say into another season, the 5 per cent. is wiped out, and it would have paid better to have given the longer price, and have put the money into something offering a quicker return. On the other hand it is just as important that the buyer should not understock. Out of stock means loss of

Qualifications of a Successful Buyer

The Selling Chances, and not the Paper Profits of an Article, the Main Consideration—The Annual Inventory an Important Guide, Likewise the "Want" Book—Care Should be Taken in Ordering Specialties—The Danger of Over-stocking, and the Advantages of System and of Co-operation From Others.

By F. J. Arrowsmith.

It has been said that good buyers are born and not made, but we unhesitatingly contradict the assertion. It is true that some men may show a special aptitude for the work, but anyone with an average amount of intelligence and the necessary amount of trade experience and knowledge, can buy with success. There are several fundamental rules which must be followed, and having grasped these no man need fear comparison with the "born" buyer. Of course, the great point of all is that good buying is not primarily a question of making a keen deal with the jobber or manufacturer, but of selecting lines that will attract a consumptive demand. A quick selling article bought at an outside price is more profitable to the store than a slow selling article bought at an inside price.

Value of Common Sense.

First and foremost of these fundamental rules we have the exercising of good common sense—the common sense that is not led away by any desire to make a wonderful speculative effort, or kind of get-rich-quick scheme, but the common sense that errs on the side of conservatism rather than liberalism, except when the market situation and conditions of consumption make it plainly evident that some degree of speculation would be advantageous. Overloading is dangerous, and only to be resorted to in exceptional circumstances. To be in the best position to judge of this, the primary markets, not only in the raw material, but in the finished article, must be closely watched. This is important. No man can speculate with any degree of safety who has not done so. The buyer of to-day is in a much better position than his prototype of yesterday, so far as the primary markets are concerned. His trade and daily papers pay greater attention to these matters, and with their quick service, even the man

on the ground is not in a better position to study prices.

Study the Inventory.

A careful study of the lessons taught by each annual inventory is most important. No inventory is without its moral. By it alone can the buyer tell which lines are best suited to his requirements, and by it alone can he secure an intelligent perception of the future needs of his district. Consumption is always developing. It is inclined sometimes to switch off to opposite poles, and the popular article of one year may not be the popular article of another.

But these developments, except in the case of a sudden craze which dies down as quickly as it arises, are not so rapid that they cannot be detected and amply provided for. A solid knowledge of what has sold well in the district in the past, and a perception of what could be made sell, if properly handled, are more than half the battle.

By keeping a "want" book a very good idea can be gleaned of what new lines would stand a good chance of selling. A book of this description is a fine indicator of the needs of a district. Every occasion a clerk is asked for something that is not carried, the article wanted should be put down alphabetically, with the date. In this way a good idea can be obtained as to what has been asked for, and whether there had been many or few requests for each individual article. This is where system helps.

The buyer must be proof against the blandishments of the traveler with the specialty that shows a tremendous profit, and does not stop to think that it is probably totally unsuited for the district. That does not mean that specialties should not have the utmost consideration, for their ordering very often proves the ability of the buyer. But

customers, and therefore a buyer should keep his stock records very carefully.

System Helps Buying.

Buying is not to be lightly undertaken. It should be made a careful study. The man who orders indiscriminately and on the spur of the moment, or reels off to the traveler from memory and without previous thought, his spring requirements will commit grievous errors. It must be done systematically. Systematise the buying as the store organisation is systematised, and less mistakes will be made.

On the principle that two heads are better than one, the buyer should not be above asking advice from others. Seek-

ing co-operation is no confession of weakness. Rather is it an evidence of strength. The co-operation of an interested clerk is a valuable asset to the buyer. He probably has a better knowledge of the costumers' needs and what they have asked for. He may have had more opportunity of studying the community. His pointers, therefore, will be useful. The clerk, the office boy, and the customer. They should all be made use of by the buyer, and if he can interest them by showing that he appreciates their help so much the better. By carefully following out these precepts no man need fear comparison with the "born" buyer.

er will the number of failures be diminished.

Items Which Cannot be Cut Down.

However, this is outside our subject. After freeing expense from the oppression of unjust charges our next step would be to ascertain if our legitimate expenses are excessive.

The first, clerk hire, needs little attention, if the clerks are fully earning their present salaries, an increase might encourage them to still better efforts if the business would admit it. If they are not worth what they are receiving they should, of course, be replaced. Cheap clerks, or, more correctly, small-salaried clerks are usually a detriment to any business.

Advertising is another item of expense which should be cut down, but as a rule the outlay for this could be more judiciously directed, though just how is as puzzling a problem to the country dealer as that of collections.

Nor do we see where it would be advisable to reduce our insurance expenses if we are at present getting good protection at a low rate.

If we are renting we consider the matter of location of more importance than the amount of rental. In other words, the same amount of floor space in one location at \$100 may be cheaper, or at least more profitable, than in another at \$50.

As a matter of fact, while it is easy enough to look back through the past year and discover innumerable items of expense which might have been avoided, and which we may resolve to reduce the coming year, we shall doubtless find at its close that these items are still in evidence.

Our experience has led us to conclude that closer attention to slow and doubtful accounts will more than compensate one for a multitude of seemingly needless items of expense.

We carry a separate account for donations; also for newspaper subscriptions, but they are charged back to expense at the close of the year.

We carry a tax account, which likewise is finally transferred to expense; and various other accounts which are plainly matters of expense, but are carried separately until the end of the year for our convenience in case of reference.

The personality of a salesman wins or loses him as many orders as the quality or prices of his goods.

A salesman who is wise enough to make friends with his colleagues never wants for a booster.

The sun must always shine for the successful salesman, no matter how inclement the weather is outside.

What Items Should be Entered as Expense?

**The Expense Account the Most Abused of Any in the Ledger—
Freight, Drayage and Interest Should Not be Charged Under
This Head—Not Good Policy to Economize in Clerks' Salaries,
Advertising or Insurance.**

We frequently hear business men say, "My business was good this year, better than last; the volume exceeded that of any previous year, but my profit was not satisfactory because my expenses were so high."

In other words, the gross income from the business was large, larger, perhaps, than ever before, but was consumed by excessive expenses.

Of what does this expense consist, and why does its ratio not decrease in proportion to the increase in the volume of sales?

No doubt the first item you would enumerate would be clerk hire, and perhaps the next in order, and certainly in importance, would be advertising. Then there is rent, or if not rent, taxes and repairs, insurance, lighting and heating, telephone and telegraph, donations, and innumerable other items.

The expense account is the most abused and imposed upon of any in the ledger. About everything unpleasant is charged to expense and it gets credit for nothing, until profit and loss steps in at the close of the year and assumes its indebtedness. Many charge freight and express to expense, as well as drayage.

Why shouldn't all of these items be debited to merchandise? They each enter into the direct cost, and in marking the cost of an article we add to the wholesale price the freight and drayage and a little extra for setting up and handling.

At the invoice time we do not deduct this extra percentage, but allow it to remain as part of the sum representing the stock; it is therefore finally included as

merchandise. Why should it not be charged up to this account at first and thereby relieve the much burdened expense account of some of its load?

Interest Not Part of Expense.

A few charge interest to expense. We think this is as incorrect as to deduct the cash discount from the invoice price of an article to ascertain the proper cost.

We think that interest paid should be charged to the discount and interest account, being offset by cash discount and interest received. Interest, then, should be no part of expense.

Eliminating freight, drayage and interest from the expense account we reduce it hundreds of dollars. You may say these items figure in the expense of doing business, they must come out of the profits and it makes no difference how they are disposed of in our record of accounts. But, we repeat, the last item is taken care of by the credit side of discount and interest. The others are really part of the first cost of the goods.

We have now reduced our expenses, although we have not actually lessened the cost of doing business, but if we fix our margin of profit in proportion to the actual cost of the article up to the point of putting it into the consumer's hands, these items need not be considered among expenses.

But, it is argued, why then not add clerk hire, rent, taxes and all other expenses to the first cost of the goods. This is advocated by some and there is no doubt in our mind that this is the correct system of merchandising, and the earlier it is universally adopted the soon-

Making the Stove and Metal Working Dep'ts Pay

How Systematic Advertising Helped a St. John Stove Salesman to Sell Two Hundred and Fifty Stoves in Nine Months—Samples of the Ads. Used

By W. E. Hopper.

One hundred and ninety-five ranges sold in nine months is the record of Richard H. Irwin, salesman in the retail store of McLean, Holt & Co., manufacturers of Glenwood stoves and ranges at St. John, N.B.

Mr. Irwin accepted the position of manager of the company's store in April 1, 1909, and immediately started in to boom business. He recognized that he had a good article to sell and almost his first action was to secure an advertising space in one of the local newspapers in which he could talk "stoves and accessories." He adopted a system of talking to the people through his advertisements the same as he talked to customers who come in to the store and he had not long to wait for results. In the month of April he sold twenty-five ranges and in May, twenty-four were disposed of—almost an average of one each working day. By Dec. 31 he had reached the splendid total of 195 ranges sold in nine months, 33 having been sold in September.

In September, Mr. Irwin started to tell the people about the merits of the Glenwood Oak Heaters and in that month he sold six. Seventeen were



R. H. IRWIN, St. John, N.B.

Who Made a Big Record of Stove Sales for McLean, Holt & Co. Last Year.

placed in October and by Dec 31 he had sold 56 making a total of 251 ranges and heaters sold to the end of the year. Since then he has sold about 20 more and taken several orders for delivery in May.

Sales Made by Advertising.


Naturally, Mr. Irwin feels somewhat proud of this record in a city where there are at least a dozen other stores selling stoves and ranges, but he attributes his success almost entirely to his system of advertising. "I write all my own ads," he said, "and I change them frequently. I try to write all my advertisements just as I talk to customers who come into the store, and I find it has the desired effect. In the past seven months I have changed my advertisements more than 100 times. I thought at first it would be difficult to find new things to say about one article, but in discussing the merits and demerits of stoves with customers new ideas are continually being presented. While the majority of the advertisements have had to do with stoves, I have sandwiched in "talks" on tinware, enamelware and general stove accessor-



Now Is The Time To Make a Change In Your Kitchen Range.

If you are going to get a new Range, now is the time to make the change. If your kitchen has been cold other winters, you should get a new Range, one that will send the heat to the floor—one that will not burn too much fuel in order to give that heat. One that will make your cooking easy and a pleasure. One that you will be proud to show your friends. If you want to have these pleasures, then get one of our Cabinet Glenwoods. It sits right on your floor, the heat is found to be there and your kitchen will be warm. The Cabinet Glenwood's large glass window with a steel hot closet, makes it a pleasure to look at. Get a Cabinet Glenwood.


MADE AND SOLD BY
McLEAN, HOLT & CO.
Phone 1545. 155 Union St.



When You Are Thinking About Christmas, Don't Forget About That Glenwood You Really Need

We are all inclined to be thinking so much about other things that we forget about things we really need. If your old stove is spring, if the oven is cracked, or if you are using too much coal, you really need a new range. Why not club together and buy a Glenwood Range that will save money for you, make your cooking easy, and will make one of the best Xmas presents you could think of. The Glenwood Ranges are made here in St. John, and if you buy one now it can be put in your home any time this week. Call and see our Ranges.

MADE AND SOLD BY
McLean, Holt & Co., 155 Union Street
Open every evening until Christmas



When You Buy a Heater Get a Glenwood Oak

When you get a Glenwood Oak Heater you get one that has been tried and proven, like our Glenwood Ranges we have in use, and they speak for themselves. We take every care to make these Heaters out of the best material that can be used for this purpose. We have in the Glenwood Oak Heater, a stove that every care has been used to make it perfect. It shakes on the side making dust avoidable. It has removable nickel. It will burn wood or coal. It has the best steel body. It don't need linings. Get a Glenwood Oak Heater and keep warm.

McLean, Holt & Co.
Phone 1545. 155 Union St.




For Those Who Are Still Wondering What They Will Buy, We Take the Liberty to Suggest.

We have nickel Kettles, \$1.25 to \$1.75; Nickel Tea and Coffee Pots from \$1.50 to \$4.00; 5 o'clock Tea Sets with tray, \$6.75; Plated Steel Trays from \$1.20 to \$2.00. Bread Mixers, \$2.25 to \$2.75; Bread and Cake Boxes from 75c to \$4.00; Wringers from \$3.50 to \$8.00; Glenwood Ranges from \$25.00 upwards. These all make suitable presents for Christmas and all useful ones too.

Call and see our lines of Glenwood Ranges.

McLean, Holt & Co.
Phone 1545. 155 Union St.



IF YOU WANT TO KEEP WARM THIS WINTER YOU MUST HAVE HEAT.

You can have that heat by getting one of our Glenwood Oak Heaters or a Silver Moon Stove. We can supply your wants in the stove line whether you want it for the kitchen or parlor. Our Glenwood Oaks are the best made, and, like our Glenwood Ranges, are built to do the work required of them. Glenwood Oaks, sizes 4 to 16. Silver Moons, 11, 12, 13.

McLEAN, HOLT & CO.,
Glenwood Stove Mfg.
Phone 1545. 155 Union St.



Don't Wait Till Spring

Have you decided whether you will get a New Heater or change your Range? Don't keep putting off choosing your Range till spring for you will burn more coal and then not get the best kind of that old stove. We can fit your kitchen with a Glenwood Range that will give you the heat in the kitchen, save your fuel and make your cooking a pleasure. Our Glenwood Oak Heaters are made to throw the heat and save coal. Made in two sizes, 11 and 16.

MADE AND SOLD BY
McLEAN, HOLT & CO.
Phone 1545. 155 Union St.

Samples of the Ads. Written by R. H. Irwin for McLean, Holt & Co., St. John. Changes Made Every Day.

ies and as a result our sales in these lines have greatly increased."

An illustration of the effect of these advertisements was given while the Hardware and Metal representative was interviewing Mr. Irwin. An elderly gentleman entered the store and approaching one of the heaters, asked the price. He was given the desired information by Mr. Irwin and was also told of the merits of the stove. The quality, workmanship, convenience, appearance, reliability and other features of the stove were explained and the man seemed to be duly impressed, but stepped to one side to consult a catalogue of another stove concern which he had in his pocket. He asked many questions and frequently referred to his catalogue, intimating that he could do better elsewhere, in the matter of price. Mr. Irwin did not attempt to deny this argument, but continued to expound the virtues of his own wares and in the end the man was won over and purchased

his outfit of pipe, base, etc., in addition to the stove. He said he had always dealt with another stove house whose name he mentioned, but he had been reading the advertisements of the McLean & Holt Co., and thought he would have a look at their goods before buying. As he had forgotten the store address, he said, he had bought a newspaper on his way up town in order to find out where the store was.

Continuing his talk after the customer had departed, Mr. Irwin said he invariably talked "quality and workmanship," and never attempted to "run down" the goods of his rivals. Attractive window displays are also made and these are changed every few days.

Mr. Irwin, who is a young man about 30 years old, received his training in the hardware and stove business with John E. Wilson Co., of St. John, and for about a year previous to accepting his present situation he was salesman for Chas. S. Everett, furniture dealer.

An Illinois hardwareman adopted the plan of having a special "Range Day," in which hot coffee and biscuits were served from 11 a.m. to 4 p.m., and an orchestra was in attendance. A stove demonstrator was in attendance and about 5,000 biscuits were baked and served. The event was well advertised and the accompanying picture shows that the attractions brought the crowd.

Testimonial Contest.

Another western dealer tried a new scheme to advertise a certain make of base burners which it handles. A ton of coal was offered as a prize for the best letter, giving an actual experience to show that this particular heater is the best one made. The advertisement announcing the contest was as follows:

"We are offering a ton of coal free. Here is the way to get it. All it will cost you is a two-cent stamp. We maintain that the — base burner is the best heater on earth. To the party giving from actual experience with the — base burner the best reasons why it is the best heater, we will deliver, free of charge, a ton of hard coal.

"I. Each contestant must be a user of a — heater.

"II. Where statements are made as to the quantity of coal used in any one season, contestants must give number of stove, number of rooms heated, approximate size of rooms and number of months stove run during the season.

"III. Letters must be addressed to the Aberdeen Hardware Co., and must not be over one hundred words in length.

"IV. Contestants must be willing to go before a notary public and swear to the truthfulness of statements made in letters, as the winner will be obliged to do so before we can deliver the coal.

"V. All letters intended for this contest must reach us not later than Saturday, November 13. Name of winner will be published in this space Monday, November 15."

A Fall Opening.

Another way of calling attention to your stove display, and one which has proved an actual success in many stores, is to hold a fall opening. Many dealers have found this plan to work so well that the stove opening is an annual affair in their stores. A plan adopted by one store is to auction off a high-grade range to the highest bidder. Sometimes there is a loss on the sale, but this is charged to the advertising account.

Fall openings will bring many people to the store, sell other goods and give

Selling Plans that Have Helped to Sell Stoves

Necessary to Adopt Uncommon Ideas in Order to Attract the Attention of Customers Who Have Been Reading the Bait-catching Arguments of the Catalogue House Ad.-writer—Some Plans Which Have Been Used With Success.

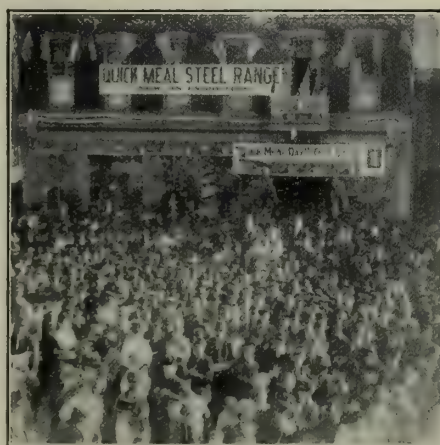
To successfully compete with the stove peddlers and catalogue houses the stove dealers in the smaller towns must adopt progressive methods and prove to the buyers of their locality that they have a good line of stoves and ranges and are in a position to give better service and compete in price with the outsiders who sell by catalogue or peddler.

Through neglect, the local merchant has allowed the mail order house to undermine him and win the confidence of buyers, whose friendship should have been cultivated by the local dealer. The merchant who recognizes the true state of affairs will lose no time in adopting new methods, so that he will bring back to his store the trade of the farmers and townspeople who have acquired the mail order habit.

Range Bidding Contest.

In order to attract attention to his stove stock a Wisconsin hardwareman recently held a range bidding contest, which was a successful idea. The public was invited to bid on an attractive kitchen range, which was exhibited in one of the show windows. The bids were recorded as made and each one was put in an envelope and the envelope sealed and dropped into a box especially provided for the purpose. On the date on which the contest was advertised to close, the box was opened and the range

awarded to the person who had entered the highest bid. As a result of this method of publicity the names of a large number of persons who evidently were considering the purchase of a range were obtained, and they were followed up by sending them literature, together with personal letters. When the contest clos-



Crowd in Front of Store on Range Demonstration Day.

ed there were a large number of bidders in the store and they were shown the entire line of stoves and ranges. Many sales were thus effected.

the dealer an opportunity to obtain a list of good prospects which he can follow up during the subsequent few weeks.

About a week following the opening the dealer should send a personal letter to every customer on his mailing list, suggesting the subject of stoves again. Include in this letter any good advertising matter which has been furnished to you by stove manufacturers represented in your line.

Do even more than that. Keep tab on

every customer who seems to be a prospective stove purchaser and if he or she does not come into the store again within a few weeks, take a day or two off and drive out to their farms. Just remember that the stove business is not as profitable for some dealers as it should be because they do not make it so. There is a good profit in every stove sold, but when a dealer permits his stove trade to drop to a minimum he cannot expect to consider it a profitable line.

ther he is running his department at a profit or loss.

Prevention of Leaks.

A successful hardwareman, in discussing the subject of tinshop profits, emphasized the necessity of having a tinshop in connection with the modern hard-

Tinshop Cannot be Made Pay Without System

Experiences of Hardwaremen Who Have Tinsmithing Departments—Order Forms Prevent Leaks—Have the Tinshop Buy all Its Supplies From the Hardware Store and Charge up Every Item—Keeping the Books.

By James O'Hagen.

As an adjunct to a hardware store the tinshop can be made to pay if properly conducted and run on a systematic plan. Especially is this true of medium-sized towns, while the profits may not be so great in the larger cities. But, even in the suburbs of the big centres there are hardwaremen running tinships who say that the tinshop department is a success, both from the point of view that it is in itself profitable and that it has increased the sales of general hardware lines.

Alex. Wheeler, of Wheeler & Bain, 179 King Street East, Toronto, who has gone through the various stages of retailer, contractor and manufacturer, believes that the present is the metal age.

"Never before in the history of the hardware or tinsmith trade," he said, "have there been the chances of extending the use and sale of metal products as to-day. With the scarcity of wood and its consequent high price, there has come about a more general demand for metal products. Take metal shingles and corrugated sidings, for instance. These are comparatively new lines. When I was younger in the business we used some tin roofing, but only occasionally, and not at all in the proportion in which they are used now, nor were the sheets and plates as convenient for handling as to-day."

Geo. Mathewson, 734 Queen St. East, Toronto, considers that there is good money to be made in contracting and jobbing work. "There is not much demand for tinware to-day," he said, "enamelware and granite ware supplanting it to a great extent; and when kitchen utensils show signs of wear, the housekeeper seems to prefer a new article to repairing the old one."

Mr. Mathewson has his tinshop on the floor above his hardware store, his shop

being fully equipped for cutting sheets and making eavetroughing, etc., and he stated that the machinery has paid for itself twice over in the four years he has had it. He keeps a staff of men working the year round, making up material in the shop when there are no outside jobs in hand.

R. J. Bruce, West Toronto, also does general work in his tinshop, which is entirely separate from his hardware store. Repairing, he finds, is abundant and pays well. While preferring to specialize upon one furnace, he takes on general furnace instalations and repairs.

GEO. MATHEWSON
Date of Delivery *Feb. 25 1910* Work Shop Deliveries Date Work Finished *Feb. 25 1910*
Mr. *Thos. Madison*
East Toronto

QTY	DESCRIPTION OF GOODS	UNIT	PRICE	TOTAL
6	12 ft. lengths ordinary	16	✓	EX SP
20	2 ft. squares 12	12	✓	EX TR
1	Wash boiler (repaired)	14	✓	TR
8	8X4 Galvanized sheet	13	✓	XMED
6	Furnace pipe length	15	✓	FR

Date Entered *Feb. 25*
Man *Boyd* Helper *Ruddy*

Workshops Deliveries Form.

The one point about the businesses mentioned that made them a success, is that all of them were conducted according to some system.

"Having the only tinshop in the place," writes a hardwareman from a western town, "we do not see how we could get along without one, whether it pays or not." He has no system and only in a general way does he know whe-

TIME SHEET.
Selling Phone 408. Stark Phone 123.
Order No. *25* Date Rec'd. *March 1*
Bruce's Hardware Store.
Date given out *March 2-10 am*
Name *Brownrigg & Johnson*
Street *718 Dundas St.*
Workman *J.C.* Time *5 hrs*
Helper *Mr. W.* Time *4*
Car Tickets *Six*
Material Left on Job _____
How Employed *Repairing furnace*
New top, smoke pipe and elbows.
Material Used *12 lengths galvanized pipe - sheet galvanized iron 4X5 feet - 3 new elbows*
NOTE—This sheet to be properly filled in and handed into the office as soon as job is finished.

Tinshop Time Sheet.

ware store, and gave some suggestions as to how it should be conducted. One of the important features, he considered, is the prevention of leaks. "Some hardware dealers say, 'I know that I am paid for the time and material that go into each job,' but this end of the tinshop cannot be watched too closely for upon it depends the success of that department of the store." To overcome leaks, a systematic plan should be adopted. An order sheet worded to the hardwareman's liking should be printed. This order sheet should have a number, so that the job could be followed through to completion. It should contain the name of the customer and nature of the work to be done. The tinner, on receiving it, writes in the amount of stock or material used and the time spent on the job. The cost of material, amount of labor, and percentage of profit can be added on the return of the order sheet to the office. There might be other blanks filled in, where fuller details are wanted. But be certain to put down the amount of stock and fill in all blanks immediately they are handed in. This order sheet system will be an invaluable help in cases where objection or complaint is made, and will be of untold advantage when estimating on similar work in future.

The great difficulty with departments run without system is that dependence is made on memory, and very often stock, material and a good percentage of time

are never charged for. This plan, too, works well with the tinner in the shop. for the time of repair consumed is entered on the sheet so that the men's labor can be accounted for.

Buying Supplies from Store.

In order to make the tinshop pay its just share of expenses, without going to the trouble of keeping separate account of every item, it is a good plan to buy all supplies for the tinshop through the store. When the tinshop needs some sheet tin or some solder, sell these goods to the tinshop from the store at regular retail prices, the same as to a customer. By so doing you have made a profit on every item of material that goes into a tinshop job.

The next thing to consider is labor. If you are paying your tinner 30 cents an hour, charge up their time on any job at 50 cents an hour, and include in this charge all time taken for driving to where work is to be done. If you have sold all the material at retail price and labor at 20 cents an hour above cost, you have made a good profit on the job without tacking on an additional profit.

Do not allow the tinner to help himself from the hardware store stock. If he wants just a few nails, sell them to him, and make a proper charge for it. It is these little leakages that destroy profits. If everything that goes from the store to the tinshop is charged to the tinshop account there can be no loss on that score.

Keep a separate account for the tinshop in the ledger. This need not be so detailed and involved that it will require an extra bookkeeper. Merely keep account with the tinshop as if it were a customer. Charge to it a certain amount each month to cover expenses, charge the various items of material that are taken from the store. These are all on the debit side of the ledger.

On the credit side of the ledger are the amounts for the various jobs done. These accounts, first entered on this page, can be posted to the individual account of customers.

There does not need to be any separate handling of the money received for tinshop accounts. The purpose of keeping such an account is merely to keep a check on the tinshop so that the dealer may know at all times whether the shop is paying a profit and how much.

Every dealer should be able to say: "The expenses of my tinshop last month were so many dollars and the receipts, including charged accounts, were so much. The difference represents the profit."

There are two ways to charge up the time of the tinner. This item is usually somewhat involved in the average store

owing to the fact that the tinner sometimes devotes a portion of his time to clerking in the store. If the tinner is receiving \$15 a week and spends half of his time in the store, one-half of his salary should be charged to the store account and the other half to the tinshop. Or the whole amount can be charged to the store, and whatever time he devotes to the tinshop can be charged to the tinshop, the same as material or any other item, at so much per hour.

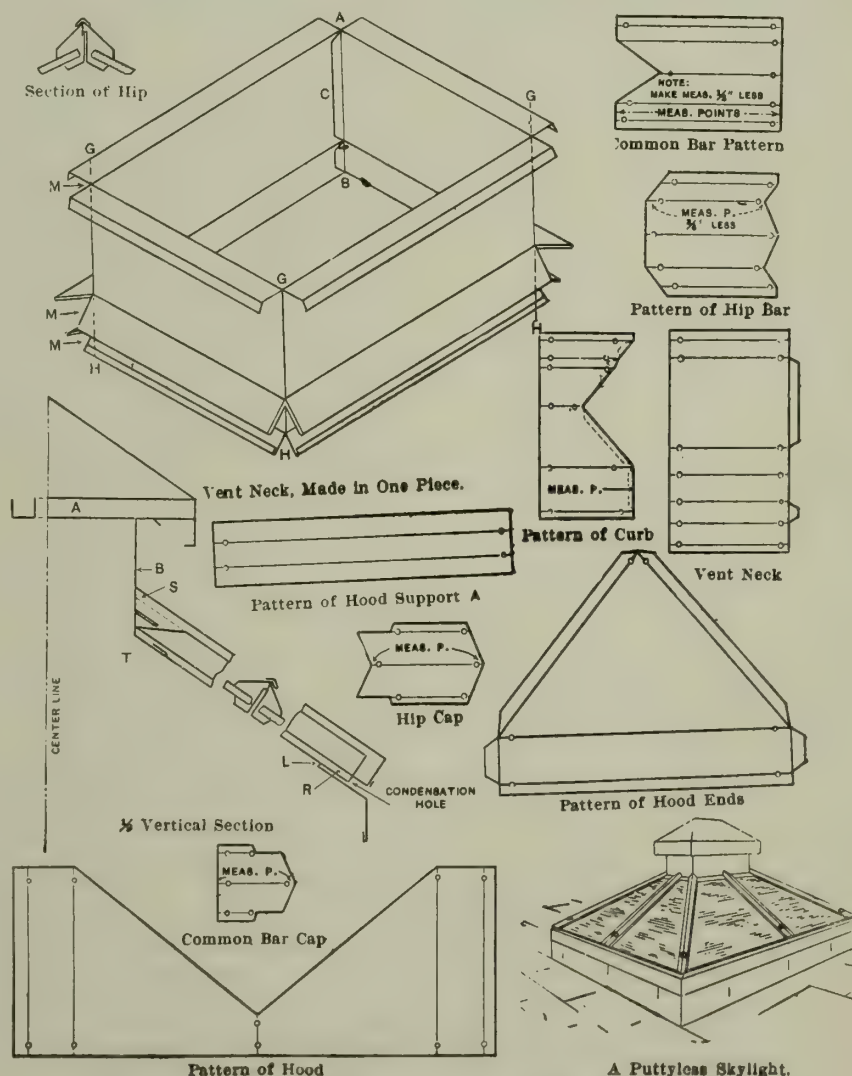
A PUTTYLESS SKYLIGHT.

A method of constructing a puttyless skylight, described by Henry Hall, in the Metal Worker, is shown by the accompanying drawings. Such a skylight has been designed to meet the demand for a cheap but absolutely strong and weather tight light and can be made advantageously in sizes up to 3x3 feet. Being of simple construction, it can be made complete in three hours by a competent mechanic. If there is likely to be considerable call for these lights in various sizes, sheet metal stub patterns should

be made for preservation, as per the accompanying sketches. The length of the bars is computed by the usual methods, except that as they do not come down on the glass rest of the curb the common bars are cut $\frac{1}{2}$ -in., and the hip bars $\frac{3}{4}$ -in. less than measurements.

The vent neck is made in one piece, as shown in the isometric drawing. In bending this sheet it should be creased along the lines G H before being formed into the required shape. The corners should then be cut out at M, M, M, and the sides of the neck pulled around until the corner A B meets the solder lap at C.

To ensemble, the four sides of the curb should be soldered together and the ventilator completed. After the four common bars have been soldered to the vent at T set them on the curb and tack at R. Next put in the hip bars and tack at R and S. The skylight should now be turned over and the bars soldered at L and the hips at T. It is then ready to be turned back and the glass laid on. Now put on the bar caps and solder to vent at S, thus completing the skylight.



PATTERNS FOR PARTS OF A PUTTYLESS SKYLIGHT.

Making a Success of the Paint Department

Good Quality Paint is Essential to Success—Enthusiasm Must Back up Quality—The Customer is Impressed by the Confidence of the Merchant in His Paints—The Advantages of Display—Have Stock Carefully Assorted—A Personal Canvass of the District is Advisable.

By F. J. Arrowsmith.

It is extremely doubtful if there is one hardware store in the country without a liquid paint line. If there is, the anachronism should exist no longer than to-morrow. The ready mixed paint department is not now a side line of the hardware store. It is a component part of the hardware business. It is as important as builders' hardware, as heavy hardware, as household hardware. In fact, it is more important, because it bears a profit that is no longer carried by the other articles; it has a vast consumptive field not yet touched; and the merchant is given the benefit of the exclusive co-operation of the manufacturer—co-operation that does not exist in any other department of the hardware store.

But although hardware stores generally carry lines of prepared paint, few are raking in the full profits that lie waiting at their doors. A grand opportunity is being wasted. And why? Because the hardwareman in the general run of cases does not know how to push his paint department, and because he has not enough perception to realize the great consumptive field awaiting development.

Quality and Enthusiasm.

Two elements are necessary in the success of the paint department—Enthusiasm and a good quality paint. In a way the one is a corollary of the other. That is to say a merchant may have a good paint and yet not be enthusiastic, but it is certain that he cannot be enthusiastic without having a good paint. It is an essential foundation for the establishing of a strong paint trade that the merchant must have confidence in his goods. Therefore the first consideration is the quality of the paint. Good paint is the solid bed rock of success. Quality has a drawing power that is unequalled. It is a winner all the way through.

Let us take it that the merchant has accepted a certain manufacturer's products, having satisfied himself that they are absolutely of the best quality. What then? Is he going to let them sell themselves! Is he going to let his customers find out themselves that he is carrying a good line of paints, and furthermore, is he going to let his district lie in ignorance of the value of painting?

The Store for Paint.

It depends upon his enthusiasm. Without enthusiasm, the use of paint in the district will continue to be regarded as a luxury; with enthusiasm it will be regarded as a necessity and that means a tremendous lot to the dealer's paint trade. Naturally the enthusiastic man does not place his paint department in an out of the way corner of the store, in the basement, or hidden away behind heavy hardware. He brings it forward. He thrusts it under the eyes of his customers. He makes the whole store radiate with it. In other words he says, "This is the store for paint." By his degrees of display so you can tell a merchant's confidence in his lines, unless he is unlike the rest of us. By a prominent showing of paints the merchant says to his customers, "I have a good line here. I am proud of it." And the customer is impressed.

Good interior display not only means a suitable location for the paints, but a strong decorative effect by means of the artistic hangers and cards which manufacturers supply in profusion. Without overloading the general appearance of the interior a free use can be made of colors card, which not only gives a brightening effect to the store, setting off a bare corner here and there and relieving the sombreness of the general hardware lines, but at the same time advertises the paint department.

Display is Necessary.

Part and parcel of the interior display is the exterior display. Give the district visible proof that the store carries a complete line of paint. Command the attention of the passersby with an artistic window of prepared paints. Make them stop to look at your tins of greens, browns, and reds, and of your enamels and stains. It can be done. With the help of window trims, which all manufacturers send out, the color cards, etc., and the neat looking paint tins themselves, most artistic windows can be produced. In fact with the extraneous help afforded, a paint window is more easy to design than any other hardware window, barring a sporting one. Behind the efforts of the merchant is the ingenuity and experience of the able men at the head of the advertising departments of the manufacturers.

With the management of the stock and the purely selling end, it is not our intention to deal. Having got the customer into the store, the general experience of the merchant is sufficient. We need only point out that the merchant should be very careful to see that his stock is always carefully assorted, and that he never shows a customer a color card, or advertises certain lines of paint, if any of the colors particularized are not in stock. It is fatal to attract a customer's attention by a nice window green, only to find out that there is none left in stock. Neither is it necessary to point out the importance of taking an interest in the customer's reason for buying paint. The amateur buyer of ready mixed paint has a very vague idea of the best way to use paint. The merchant who takes the trouble to find out if the customer knows how to wield the brush not only saves the risks of undeserved complaints as to the quality of the paint because the customer unknowingly misused it, but makes a friend of the customer by taking an interest in the sale beyond the mere handing over of the paint and the receiving of the cash.

Missionary Efforts.

Leaving the store part of a paint department's success we have the outside efforts of a merchant—the cultivation of his district. Here a great field awaits him. One has only to compare an average populated district in Canada with a similar one in the United States to see that Canada is in its infancy as regards the use of paint.

There is a great ignorance as to the value of painting. Many people still look upon it as a luxury, whereas it is a necessity. Thus the paint dealer has a great amount of missionary work to do, and on his efforts depends the success of the paint department.

Preach the gospel of paint at all times, and at all seasons. Make a thorough canvass of the district. Get after every probable user of paint not only personally but by letter. One effort at the commencement of spring is not sufficient. A system of follow up must be adopted. Once a property owner's name is on your list do not slacken up in your efforts until he comes into the store with an order. In this follow up plan the merchant is helped by the manufacturer who will co-operate in every way. There are no lack of forcible arguments why a man should paint. It is only necessary to put them before him in a convincing way, and often enough. But the missionary efforts must be persistent. Intermittent work will only prepare the ground for another paint man to reap.

Thus there are two great factors in the success of a paint department a

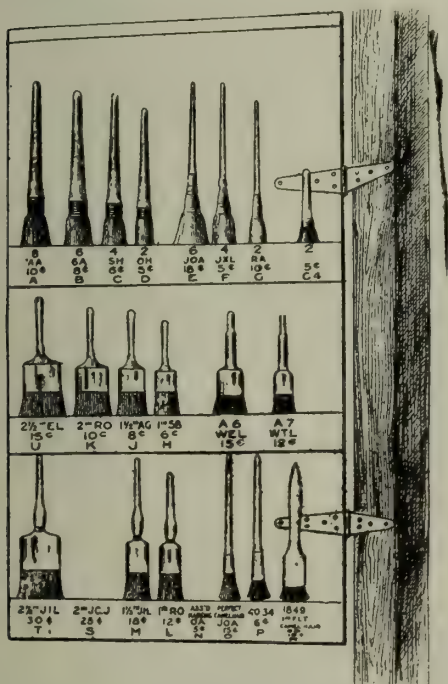
well displayed stock and well advertised one on personal follow up lines. This means hard work, but there is no royal road to success, and the merchant in devoting a great deal of energy to paint missionary efforts must remember that, unlike in staple lines, what he sows he, in a large proportion reaps for himself. The paint trade is now worked on exclusive agency lines. When a merchant convinces the property owner that his house must be painted he likewise convinces him that So and So's paints are the only paints with which the job can be done. Then again all the co-operation of the manufacturer is on his behalf alone.

As a country Canada has only just commenced to paint. There are houses, barns, and agricultural implements on all sides rapidly deteriorating because their owners are unconscious of what paint can do. There are thousands of people living in gloomy and insanitary homes because they have not realized the value of paint.

The country is on the verge of a great development in the using of paint, and the hardwareman can, if he likes, hasten the progress and reap a profit at the same time. All he wants is good paint and enthusiasm.

SAMPLING PAINT BRUSHES.

A method used to display paint brushes is shown in the accompanying illustration from the Iron Age. A swinging board is used on which the brushes are sampled. Under each brush on cardboard strips is the number of the Brush, the cost, selling price and a black gum-

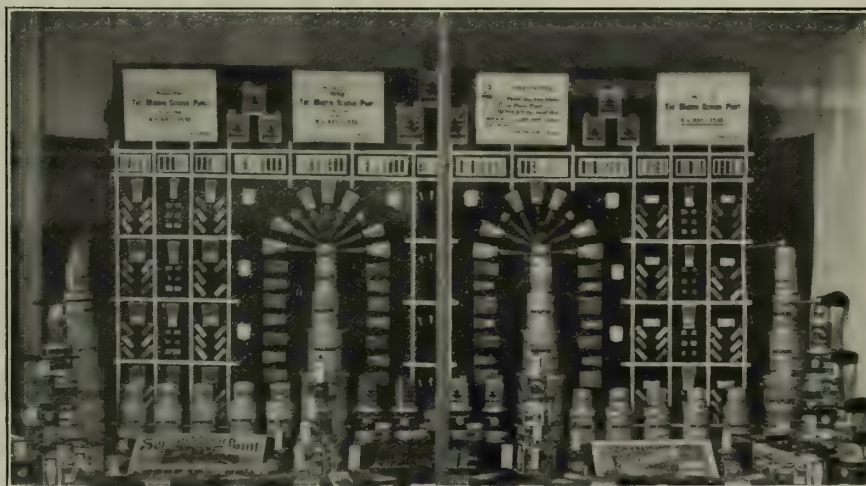


Sampling and Pricing Paint Brushes.

med letter, the letter indicating the original box in which the stock of any one brush is kept. The boxes are on shelving near the board, and each box has a letter on its front showing what kind of brushes the box contains.

USE WINDOW TO SELL GOODS.

One of the greatest aids to selling paint is an attractive window display

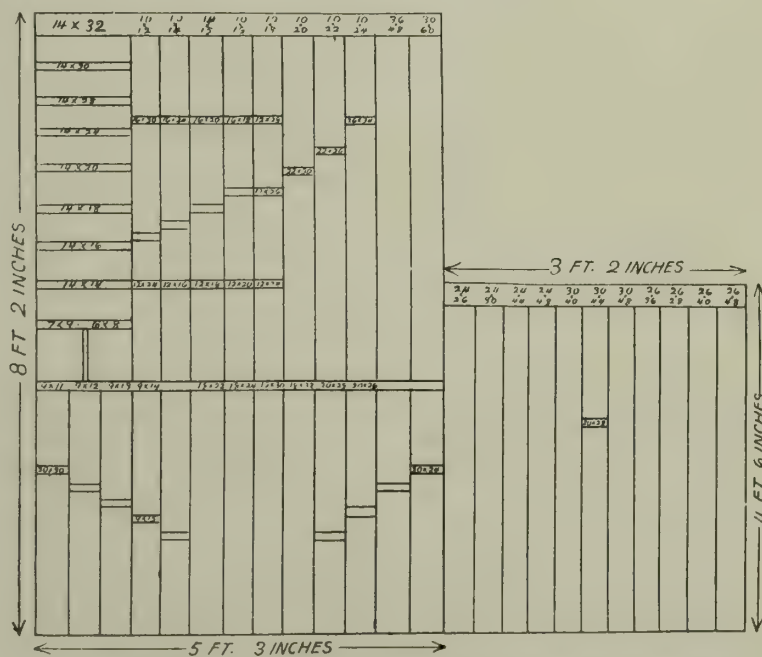


Paint and Brush Window Trim by H. S. Doan, Medicine Hat.

such as the one shown in the accompanying engraving, which was trimmed by Herbert S. Doan, of the Marshall Hardware Co., Medicine Hat, Alberta. White tape was used to form squares on a background of red, and brushes and color cards were placed in the squares in an artistic manner, while in the foreground mixed paints, varnishes, enamels, dry colors, floor wax, brushes and specialties were shown.

The rack is 8 feet 2 inches high and the main part is 5 feet 3 inches wide, while the smaller portion is 4 feet 6 inches high and 3 feet 2 inches wide.

A. G. Spalding & Bros., the large American sporting goods house, has taken over the sporting goods business of H. H. Love & Co., 189 Yonge St., Toronto.



Window Glass Rack for Storing all Sizes of Glass.

British Columbia on the Crest of a Wave

Development of Railway and Water Transportation Facilities in the Pacific Province Makes Possible a Greater Exploitation of the Immense Wealth of the Country.

By R. B. Bennett, Staff Correspondent.

Vancouver, March 18.—With the opening up of new territory in British Columbia by the construction of railways, many hardwaremen are casting about for good locations and for extension of the territory now covered by the traveling salesmen. It is not too early to prepare for the future, for people are taking up habitation in the interior of the province in advance of the railways, and preparations are being made for the establishment of new industries in districts which up to this year have been practically unexplored, if not unknown. Not only is the Grand Trunk Pacific constructing its direct line to Prince Rupert across the province, east and west, but that company has filed its plan for a line south to Vancouver. This was intended in the first place to divert from Fort George, running almost south, but plans show that the intention now is to run it southwest from the Yellowhead Pass. From this point also the Canadian Northern will be built, running down the North Thompson and Fraser River valleys to Vancouver and to the mouth of the Fraser River. This latter road must be completed in four years, according to the terms of the agreement under which the government of British Columbia guaranteed the bonds of the railway company. Four years is not a long period of time, and when the line is completed there will be many new settlements along its 600 miles of route. The G.T.P. will also be in operation by that time (the main line before) so that a very large amount of territory will be opened for the jobber, which now has very few people in it.

Apart from a little trade that used to come from up the coast, all the country lying north of the C. P. R. main line was what might be called an unrealized asset to the jobber in the south. He knew it would be opened up some day, and, by being ready, advantage could be taken of that time. Now it is about here. There has been trade available up the Cariboo road, where mining and ranching were carried on. This, however, was limited, and to get there the trip had to be made by stage from Ashcroft, a costly trip of several hundred miles. There is now, though, a steamship service in operation from Soda Creek to Fort George, on the Fraser River, which has simplified the question of transportation and freight carrying.

Because of this line of steamers, which is to be augmented, the G.T.P. changed its route south to Vancouver. Not only does this steamship service operate on the Fraser, but the waterways of the far interior are so favorable, that east and west of Fort George the boats ply, a benefit not only to the man who would settle therein, but also to the man who would ship in goods for the settler who has pioneered.

Several large American syndicates own large tracts of timber in the Cariboo district, tributary to the railways, and already there is talk of new towns which will be established there when development is begun. This will be when the railways are ready to carry freight. Thus it can be seen that the field will be vastly enlarged.

Trade now on the coast is good. With 40 retail hardware store in Vancouver, and several jobbing houses, one man can scarcely be found who is pessimistic regarding the outlook. At Prince Rupert, conditions have been almost a surprise, for the future is the main resource of that city until the Grant Trunk Pacific commences some kind of operation. But trade is excellent, real estate values have gone up, and every indication is that conditions are strong and brisk, with every prospect of continuation. With the prospect of a new line of railway in the north, there has been an incentive to settlement. The ordinary observer hardly notices the change, but a study of trade conditions reveals the fact nevertheless. If such is the case before transportation facilities are assured, what will it be when the rails are laid and locomotives are ready to place goods where they will be needed? That is the time that is being looked forward to. It is not necessary to speak of the resources that await development, for those who know the country at all know of them.

That is the northern interior. South of the main line of the C. P. R., which line is synonymous with civilization in British Columbia, is the other interior. It is distinctly apart, since it has been fairly well settled, and its trade qualifications are pretty well known. But even here are new lines of railway, one particularly to give direct connection with the coast, for which jobbers have long besought the powers that be. It will mean lower rates and better facilities. Just now the outlook in the mining dis-

tricts in this territory were never better.

No doubt the eastern wholesaler has noticed the trend of conditions on the coast, and how the west is steadily becoming a section unto itself. Time was when trade connection with the east was much stronger than at present, but with increased population, new lines of steamers and railways, the western jobber has been able to meet the eastern man on somewhat more even ground, with the result that less trade goes east now than in the past, that is in comparison with the expansion of the country and its population. One important feature in this connection, is the effect of organization. In the local meetings of the hardwaremen, the point of patronizing the local jobber has been greatly emphasized, and those in the trade realize now what this means—that to take advantage of the field that is and that will be must be on the ground. If the country were to open up with one big bound, there might be good business for the jobber who is distant; but development will be gradual and it stands to reason that the man in closest touch will be the man who will corral the trade.

At the recent banquet of the Vancouver hardware dealers, it was remarked that the clerk who started in business for himself, and who had recently come from the east, was the one who generally went back east after his supplies. When new territory is opened, the man who will be the first to take up location will not be the one from the east of the Rockies, but those who are already here and who are steadily watching the time to make the start.

Still, there will be business for the eastern jobber, for with through lines and the competent salesmen who are in the trade, it will not be difficult to reach the dealer and to lay down the goods afterward. Business men, not only in the west, but in the east also, have their eyes on all the new territory that will be brought within easy grasp within the next few years, and the alert ones are even now stretching out, believing it best to be a little ahead than behind. There may not be business enough to pay the expense of the trip, but there will be a knowledge of conditions that may mean enough business afterward to more than compensate for any premature outlay.

A salesman who is ambitious to rise above his fellows must be a student of human nature.

Every boy should learn to write, and as a man he should learn when not to write.

Business Development in Western Canada

Changes in the Business Methods of Western Merchants — Granting of Long Terms of Credit Being Discontinued — Difficulty in Securing Goods Required—May Encourage Building of Factories—Large Numbers of New Settlers.

By L. C. Harkness.

Winnipeg, March 22.—Trade in western Canada during the past year has reached tremendous proportions. There have been many conditions which have been favorable to the general development of the hardware business, both wholesale and retail.

The trade has already experienced many privations but not without good results. The hard times previous to 1908 had the unique tendency to place all lines of business on a more secure foundation. The folly of plunging headlong into expense of erecting costly premises and installing large stocks upon the sole security of a crop prospect has been done away with since the last money stringency. In the second place it has been found that it is unnecessary to build solely on the future, and that money can be kept in circulation if the proper tactics are used to bring this about.

The granting of long terms of credit has been a serious inconvenience to the hardware trade. And during the past year there has been a general tendency to curtail credit accounts and sell for cash. The merchant has proven that it is wiser to do a small business with sure profit than to attempt a larger business on a basis quite insecure.

More highly specialized methods of doing business in every detail has been the character of the trade of 1909. The buying end of the business has been given more careful attention, and the present tendency of the retail merchants of the west indicates that this phase is yet to undergo radical reconstruction.

The increase of competition among the wholesale and jobbing houses, and the continual improvement in transportation has influenced the merchant to buy lightly, and at the best figures. This means that his stock will be kept under better control and goods will be ordered more often, for immediate shipment, and for the immediate use of the trade. Although this incurs more work upon the management yet it means the more rapid circulation of money and consequently the betterment of general conditions.

Problems Westerners are Facing.

The prospects for manufacturers opening plants everywhere in the west are continually improving. Eastern firms have found that the rapid development of the west warrants the establishment

of plants on the territory at the earliest possible date. Transportation from the east and south has been quite inadequate during the past year to properly satisfy the buying demand of the west. A Winnipeg wholesaler stated recently that if the demand for goods continued to increase as it had in 1909, there was destined to be a serious shortage in many lines of hardware, not solely because the railways would be unable to handle all requirements, but manufacturers would be unable to turn out the goods. To overcome the famine that seems inevitable municipalities everywhere are offering the most enticing inducements to eastern manufacturers to open plants in the west.

That which is true of transportation east and south of Winnipeg is not true of the lines west of that city. The rapid development in railway construction, and the expert management of all lines has done much to improve business conditions. Not only in the matter of distribution of goods, but in the distribution of the people, have the railways been an important factor.

The number of "strangers within our gates" has reached inestimable proportions, and it is the problem of supplying this rapidly increasing population with merchandise that confronts the manufacturers, wholesalers and retailers of this country. The population is increasing much faster than the facilities whereby their wants are supplied.

Last week a traveler from a western wholesale house reported the unloading of 175 American settlers at the town of Kindersley, Alberta, and they were dispersing themselves along the new Canadian Northern extension west of that station. One of this number has already opened a hardware store in Kindersley, and his goods are at present in transit. The traveler stated that at least ten others in the party were prospective merchants, somewhere along that line. This instance is cited to show the unlimited opportunities in the hardware business of the west. More stores were opened last year than in any previous year, and it is reasonable to suppose that the coming year will exceed the past in this respect.

Present indications are that there will be an unusually early spring and a tremendous rush of business will be the result.

Winnipeg Market Quotations.

Wire—Barbed wire, 100 lbs., \$3.15; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron. No. 0 to 1, \$4.50; No. 2 and larger, \$1.25; snowshoes, No. 0 to No. 1, \$4.75; No. 2 and larger, \$4.50; steel, No. 0 to 1, \$4.85; No. 2 and larger, \$4.60 featherweight, \$6.

Horse Nails—"M R M" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.50 base, usual extras.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 31c; 10, 34c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes — 6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains.—5-16, \$5.60, ¾, \$5.50; 7-16, \$4.80.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Grindstones.—Per 100 lbs., \$1.65.

Wringers.—Royal Canadian, \$35; new easy, \$39.

Crowbars.—4½c per lb.

Solder—21c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9¼; pure manila, 11;

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 144.

MARKETS IN BRIEF.

Montreal.

Domestic Lead—Cut of 5c.
 Linseed Oil—Up 8c.

Toronto.

Linseed Oil—Advanced 9c.
 Horseshoes—Iron up 15c; steel, 25c.
 Door Sets—Advancing.
 Stoves—Likely to advance.

MONTREAL.

March 24.—The prospects for a great year in metals are undoubtedly very good. The stimulation in industrial activity all the way round, and the great construction work now developing, call for an increasing amount of metal weekly. Added to this we have the fact that users' stocks are very light.

A good season for imported iron is anticipated. Canadian furnaces have all the business they can comfortably handle for some time, and consumers, who have in the past used domestic iron alone, have been compelled to place orders for imported iron. Already contracts have been placed well into the summer, and indications are that the press of business towards the fall will get very heavy. With Cleveland warrents showing steady strength in the Old Country, holders are reluctant to accept orders for fall delivery at present prices. As for home furnaces they are not looking for business, especially as it is certain that their own steel requirements will take up a large percentage of the output. The improvement in pig iron and steel in the States and the tremendous production going on, is having a sympathetic effect upon iron and steel this side of the border, making conditions all the more firm.

There has been steady buying in tin from the commencement of the year, but with little speculative element entering. This has been through the weakness in the primary markets. Jobbing prices are now around 35½c, the year opening at the same price. There have been but two changes during the three months, showing how steady the local market has been. The price this time last year was exactly one cent less than now. With stocks light in users' hands a heavy season is anticipated by jobbers.

Copper has been equally steady in price considering conditions in the primary markets. There have been but two changes, one neutralizing the other and copper is now at exactly the same price as at the commencement of the year—14½c. The price this time last

year was 14c. Local trade promises to be very good. Buying has been steady all through, and users' stocks are on the light side.

Spelter is in a very firm position, and with the development in galvanizing and brass work an increasing quantity is being called for. Prices have held well, as is only natural considering the strong figures in the English market, and for some time at St. Louis. There has been one cut of 25c since the beginning of the year, spelter being quoted at \$6 instead of \$6.25. The price at this time last year was \$5.25.

Domestic lead experienced a cut of 5c this week, and with a similar cut the week before the price has been brought 15c below that of imported. For some time the two prices were the same, the year opening at \$3.70 for both. Imported pig, however, had a 5c advance in January, so that present prices are, imported \$3.75, and domestic \$3.60. Imported pig at this time last year was \$3.65, and domestic \$3.55. Buying has been steady since the commencement of the year, and with other metals lead seems likely to participate in the good movement that has opened up.

Heavy business has been done in sheets and plates. There has been a rush to get in consignments from the United States before the end of this month in case the government impose the dumping clause which was held in abeyance in December. Heavy consignments are also due from the Old Country by the first boats. There has been no change in prices since the commencement of the year. A strong demand is anticipated by jobbers, as it is expected that even those who bought well ahead have by no means gauged their requirements correctly.

TORONTO.

March 24.—It can hardly be denied that the early part of the year did not presage well for bumper business in metals during 1910. It was a foregone conclusion that metals would be active, but there seemed to be abroad a feeling that last fall, metal men were pushing things a little too far. Prices at any rate seemed to jump too high, and this had the effect of shutting off further buying.

Compared with this time a year ago the condition of metals to-day is much in advance, and especially so in regard to iron and steel. Pig iron has advanced in price at least \$1, and in some cases \$3 per ton ton. The production

of pig iron in Canada in 1909 was 677,090 gross tons, an increase of 20 per cent. over the previous year, and this year preparations have been made for an even greater production. While the great proportion of the country's make of iron was with coke, there were 16,234 tons, made with charcoal and electricity last year, showing that Canada is keeping in touch with modern experiments. The production of basic pig iron increased 22,555 tons to 357,965 tons last year, and Bessemer pig iron production totalled 169,545 tons in 1909, against 112,811 in 1908.

Probably the outstanding feature of copper in recent months was the proposed merger. While rumors are still going the rounds consolidation does not seem to be any nearer, and it is feared that should the merger be formed the U. S. Government would take action to dissolve it. There was a time when new copper deposits were not found so rapidly as demands increased, but just now, while the use of copper is perhaps double what it was early in 1909, production keeps up at an enormous rate. The visible supply at the beginning of 1909, was 122,357,266 pounds in the U. S. and 124,716,480 in Europe. At the commencement of 1910, the figures were 141,766,111 and 244,209,280. The brass and electrical trades are exceptionally busy. Toronto metal men state that the outlook for copper is good this year, but that the prices are likely to remain as they are for some little time.

Lead and tin promise well for the spring and summer at any rate. Both these metals were unsteady for the past year, but greatly better than in 1908. Lead is selling at about the same figure as this time last year, and tin is some three or four cents a pound higher. Spelter, has been steady the whole year through. Just now it is a little unsteady, but the metal has shown an advance of 50 cents since last spring. The galvanizing trade all over the continent just now is booming, and spelter prices are likely to gradually gain in strength.

In sheets and plates the big demand which sprang up a year ago, kept right up throughout the year, and from present indications there will be a greater call for them this year. Already an advance of 10 cents has been made on both these commodities. The intention of the Dominion Government to enforce the dumping clause against U. S. manufacturers at the end of March, has made these lines brisk during the first three months of the year. Whether the recent assignment of the plant at Morrisburg will cause the Government to rescind their order remains to be seen. A number of

delegations have already interviewed the Government, asking them to withhold the order for the present. The uses to which these plates and sheets have been put in recent times has greatly accelerated the metal industry.

Comparing the prices and positions of the various metals to-day, with what they were a year ago, not one of them has shown a decline and most of them have stepped forward. The outlook is promising.

HARDWARE MARKETS

MONTREAL.

March 24.—The most striking feature of the hardware markets is undoubtedly the confident feeling which prevails, and has prevailed since the opening of the year, among the manufacturers and jobbers. There has never been any doubt as to the future, with the result that the tone all the way round has been most bright and cheerful.

The same confidence as to the consumptive demand has prevailed among the retail trade, so that a most happy combination has resulted. Orders have steadily improved until now they are assuming rush proportions. It is recognized that consumers have yet plenty of leeway to make up as regards averaging their buying, year in and year out; that is to say the economising which followed the slump of 1907, has been continued, and therefore conditions are all in favor of a return to old time expenditure, especially as everything else is favorable. Dealers' stocks are also on the light side, as can be seen from the fact that some merchants have already repeated their spring orders. Jobbers are carrying heavier stocks, so that there is every reason to anticipate a bumper year.

There has been very few changes of importance in prices. Lists have been re-arranged here and there, but important changes, having a decided effect upon the markets, have been absent. In this respect the year seems to be following 1909, which was singularly free from changes. The markets naturally show a hardening tendency, but that is all. This freedom from radical change has been a great advantage. The boom in raw cotton brought an advance in cotton twine making the price 24c. Following upon the bolt merger in Ontario, and the higher cost of raw material, machine and carriage bolts advanced 5 per cent. Bar iron and steel went up 5c, screw hooks and hinges became \$4.50 and \$3.50, and sash cords, 34½. The only prominent cut was that of 10 per cent. in tacks, due to competition among the manufacturers.

Of the various lines, builders' hardware undoubtedly holds first place by reason of the strong demand week in and week out. Orders have been of a generally assorted character. It is evident

that dealers are anticipating a great season in this line, and if building prospects go for anything they will not be disappointed. Lumbermen's supplies have sold well, especially peaveys, boot calks and pike poles, while a good call for miners' supplies, notably from districts like Cobalt and Porcupine, has been in evidence. Jobbers have been paying especial attention to the mining districts this year. Wire has been slow, but shows signs of brightening up.

Bolts and nuts have been in steady demand, and the bulk moving gets heavier as the open weather approaches. Construction work promises to be exceptionally good.

As for the seasonable lines such as refrigerators, freezers, screen doors, poultry netting, and so on, the demand shows the greatest promise. There has been no marked booking, but dealers are buying confidently and taking delivery at once.

General hardware has also been moving well, showing how low merchants' stocks had become. Housecleaning utensils and enamelware are very prominent. In fact all the way round the spring season has opened splendidly. The markets are staple, dealers are ordering confidently and wisely, and nothing seems to be standing in the way of a record season. Travelers report a most optimistic feeling, and this is reflected among all classes of the trade.

TORONTO.

March 24.—The excellent business which was done in 1909 it is anticipated will be surpassed during 1910. Building prospects all over the country augur well for good selling of builders' hardware, eclipsing even the high mark set for this line last year. The quality offered, too, shows a higher standard. The old fashioned latch patterns are coming in strong for door sets, and brass facings of simple design but large in size are favorites among the samples shown. Prices are gradually advancing. This week Canadian manufacturers of door sets have moved up some lines and jobbers will likely advance next week. Last week screw hooks and hinges advanced, and a month ago building paper quotations were set at a slightly higher figure.

Since a year ago sash weights and cotton cord went up, as did also some lock sets. The changes while not at all radical showed the tendency of the market.

Seasonable goods have been selling well. For instance, this spring the demands for goods are from 10 to 20 per cent. higher than a year ago. Just at present fencing wire and green wire cloth are exceptionally active. Jobbers in the west are stated to have taken 5,000 tons from one manufacturer. Shovels, spades and scoops are also provoking good business. Picks, hoes and crowbars advanced 7½ per cent. in January and shovels went up last fall.

Stove plants are being run on night and day shifts to be ready for calls on heating lines. Last fall it will be remembered practically every stove maker in the country was cleaned out of stocks, and it is to be ready for a similar demand that stove men are preparing so early in the year. Bolts and nuts, which are greatly used in stove construction were advanced about 2½ per cent. in January, and a few weeks ago a similar advance was made as a result of the merger of Ontario concerns.

The increased cost of material and general cost of living indicates that stoves are likely to strengthen in price during the year. Hardware and Metal predicts an advance in the near future.

Structural steel and rods are in big demand, and pipe has been exceptionally active all winter, boiler-makers taking very large quantities of pipe of all sizes. Wire nails are in active demand every day, and early in the season as it is, orders at present are abreast of what they were last June. Cut tacks have had a large sale owing to the recent cut of 10 per cent., due to competition amongst manufacturers. Horseshoes this week show advances. Light, medium and Snow Shoe iron horseshoes are up 15c a keg; and steel shoes are up 25c.

Miners' and lumbering tools have not shown the activity they did a year ago on the Toronto market. Last spring the new mining regions of Gowganda and Elk Lake bought heavily—too heavily many now think—and some of the hardwaremen in the northern regions are carrying over into this season some surplus stock. There was a lack of railway facilities in the north last spring, which has been somewhat offset this year, and letter orders are expected to do work they could not do a year ago.

In household goods there appears to be opening a big demand for enamel and granite ware this season, and the call for kitchenware and housecleaning articles generally is greater than a year ago at this time. There are larger and more varied stocks of cutlery offered this year, but it is yet somewhat early to estimate on the sales prospects.

PAINT AND OIL MARKETS

MONTREAL.

March 24.—From the commencement of the year a good tone has been manifested in the paint and oil markets. Leaving out the break-up in the linseed oil association, which came as a surprise to the trade in general, there has been no disturbance to the progress of the markets. A gradual firming up has taken place, and with the steady improvement in the orders week by week, the spring movement arrives with conditions extremely favorable.

Turpentine, despite the near approach of the new crop, has shown considerable strength, and is now quoted at 82c, which is 4c higher than the price at the commencement of the year. Considering that stocks have been on the heavy side the improvement in price shows the good tone that has characterized the market. Ordering all the way along has been steady, but not of a speculative character. There is every prospect, therefore, of the demand showing up well in the spring rush.

The break up in the linseed oil association during the first week in March tended to weaken quotations, but not to the extent that would have been the case presuming a more bullish figure had been maintained by the grinders. Linseed oil opened the year at 80c for raw and 83c for boiled, and is now eight centh higher. Much caution is being observed in buying. Small users are coming into the market more freely, but the larger users are holding off in the hopes of lower figures. There seems little chance of any decided sagging in prices until the new crop of flax is harvested, while on the contrary the scarcity of seed may allow price manipulators to advance quotations to near the dollar mark.

There is still an open market in ground white lead. At present there is little prospect of any fresh agreement, but the good demand has firmed the market, and prices are ahead of those obtaining at the commencement of the year. As conditions are it is somewhat difficult to give a standard market price, but present quotations may be said to range round \$5.50 to \$6 according to brand, the price at the commencement of January being some 25c lower. Stocks are not so heavy as they were, and as the demand is now assuming good proportions there is a much better tone. Stocks in dealers' hands are reported to be on the light side, so grinders anticipate a good call.

Red lead also showed an advance, when white lead improved, of 25c, and is now quoted at \$4.75 as against \$4.50.

Stocks are getting low. The demand has not been very active, but with the improvement in construction work a much heavier call is anticipated. Putty showed one advance of 25c since the commencement of the year, and is now beginning to develop in strength. A heavy call is anticipated as building prospects are so good, and grinders are running up good stocks. Varnishes, colors and ready-mixed paints have all started off with great swing and the demand in these lines, especially the last named has had much to do with the good tone and confident feeling that now prevails in the paint and oil markets. Altogether manufactures look forward to a bumper year.

Price Comparison.

	March 1909.	Jan. 1910.	March 1910.
Turpentine	58c.	78c.	82c.
Linseed Oil raw	59c.	80c.	88c.
Ground White			
Lead	\$5.50	\$5.25	\$5.50
Red Lead	\$4.50 casks	4.50	\$4.75
Putty	\$1.65 casks	1.75	\$2.00

TORONTO.

March 24.—The opening of spring this year sees a better movement of paint lines than has been the case since 1907, and the prospects are that the present year will be the best in the history of paints in Canada. The building trade outlook is exceptionally fine, and this one feature alone will mean the consumption of large quantities of paints. Manufacturers of paint goods are running their plants at capacity at present, and they state that apart from the usual demand from hardwaremen, the makers of carriages, agricultural implements, window shades and other manufactured wares using large quantities of paints are beginning to run their factories day and night at present, and this season are ordering immense quantities of colors.

During 1909 and right up to the present there has been a steady advance in the cost of turpentine. As trade naturally recovered after the financial depression of the fall of 1908, the reserve stocks of turpentine became depleted, and as production did not keep pace with the record set in previous years, last year's supply was just sufficient for the requirements of trade. Beginning with April, when the local price was 58c a gallon, for single barrels, advances took place every month until November, when 75 cents was reached. November and December showed declines, and at the end of the year turpentine was as low as 71 cents. There has been a gradual

advance since then until to-day the quotation stands at 84 cents.

The prediction of dollar oil comes nearer realization just at present than at any time since the commencement of the year. The present month, on the authority of the weather bureau people, is said to be the warmest March in twenty years. The scarcity of flax seed all over the world has made oil scarce—and high in price—and the fair weather has created a demand, shoving the oil quotations higher. The break in the association at the beginning of the month brought on cutting, but the high cost of production has, this week, sent prices up higher than they were when the association was in existence. To-day's quotation are at 88 cents and 91 cents, for raw and boiled oil, and indications are for higher prices in the near future, when the outdoor painting begins, and this in spite of the threatened advent of sayo bean oil into Canada. Canadian seed last year found its way into the U.S., despite an adverse tariff, for the first time, and seed that sold for \$1.35 a bushel in Chicago last September commands to-day \$2.25. At this time a year ago linseed oil in single barrels sold for 59c and 62c, a difference of 29c. compared with to-day. Oil has been advancing since last May. In 1909 Canada produced 2,213,000 bushels of flaxseed, valued at \$2,761,000. A decade ago only 172,222 bushels was produced.

Both white and red lead during the year, have advanced 25 cents, also advancing the price of prepared paints 10 cents per gallon.

Canadian importers say this country is demanding a higher grade of glass. Heretofore, Belgium glass of fourth or fifth grade only has come to Canada but a movement is on foot to import only the third grade, because of the demand for better glass. At present Canada, China and Japan, are the only countries who accept any grade lower than a third.

TRADE WITH THE WEST INDIES.

D. Williams, who is now touring the West Indies for the MacLean Trade Newspapers, writes:

"I find the chief interest here in Hardware and Metal is the advertisements. Quite a lot of stuff is imported down this way from Canada. Ropes and twines chiefly from Dartmouth. Paints and oils are coming in increasing quantities while galvanized iron pipe is coming in quite largely. Oil stoves are being pushed by American firms, one house having agencies in most of the islands. Buggies and carriages are also coming in considerable numbers.

HARDWARE TRADE GOSSIP

Ontario.

McCurdy Bros., Stratford, have sold their business to Ward & Son, Brampton.

J. H. Worsell & Son, dealers in stoves and tinware at Goderich, have sold their business to Fred Hunt.

W. G. Walker has established a furnace and heating business at 1064 Bloor Street West, Toronto.

Fred Anderson, of the Cunningham Hardware Co., Vancouver, has been visiting friends at Hamilton and other eastern cities.

The new factory of the Tobin Arms & Mfg. Co., Woodstock, Ont., is now in operation, it being the only shot gun plant in the Dominion.

Gordon Madge, clerk in Mayor Campbell's hardware store at Mitchell, and Mr. Hackney, of Exeter, are opening a hardware business at Kirkton.

The Brantford Starch Co., Brantford, have decided to begin the sale of glue in packages, it having been sold in bulk up to the present time.

Ed. Adair has sold his interests in the Collingwood Hardware Co., and purchased the hardware business of Cameron & Tisdale, Midland.

R. A. McKiggan and G. A. Davison, hardwaremen, plumbers and tinsmiths, Woodstock, have dissolved partnership. Mr. McKiggan will continue the business.

Frank S. Sheppard, Toronto traveler for Wood, Vallance & Co., has been promoted to Hamilton, and his place will be taken by P. S. Wilson, of the Toronto warehouse.

Shurly & Dietrich, of the Maple Leaf Saw Works, Galt, have dissolved partnership, J. C. Dietrich purchasing Mr. Shurley's interest. A joint stock company with increased capital will be formed and the foreign as well as the home trade will be looked after. The R. H. Smith Saw Works at St. Catharines are also included.

Toronto stove merchants are disturbed because of the entry of the Consumers Gas Co. into the gas range business, they having installed a stock of ranges in their gas fixture store on Adelaide Street east. The gas company is in a position to influence a lot of business to their own store, but so long as they do not begin a price-cutting war the competition will not be unfair. The gas company is selling Canadian made ranges.

The Welland Glass Mfg. Co. has been organized at Welland with a capital of \$350,000, and will commence building on May 1. The directors are: Geo. C. Brown, banker, Welland; Willis L. Adams, electrical engineer, Niagara Falls, N.Y.; E. A. Fultz, manufacturer,

Cleveland; B. J. McCormick, real estate dealer, Welland; L. C. Raymond, K.C.; Welland. About 100 hands will be employed manufacturing window glass.

Quebec.

A. S. Leblanc, hardwareman, Montreal, has been registered.

Darrah & Holden will carry on a tinsmith business at West Brome.

J. G. Lewis, vice-president of Lewis Bros., Montreal, has returned from a trip to Atlantic City.

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Garth & Co., Montreal, have secured the contract for erecting brass railings in the Montreal City Hall.

George Merrick, of the Merrick-Ander-son Co., Winnipeg, paid a visit to the Canada Paint Co., Montreal, this week.

J. Owen, manager for the Auto-Strop Safety Razor Co., Montreal, is spending the Easter in New York visiting the headquarters of the company.

A. Tilley, of the J. H. Hanson Tilley Co., Montreal, is on his way to the Pacific Coast in the interests of his firm. He will take in all the larger centres including Regina, Edmonton, Calgary, Westminster, Vancouver and Victoria.

Robert Warren, Customs House clerk at Frothingham & Workman, Montreal, died Sunday morning. He entered the firm as a boy, and was exceedingly popular with the trade. Mr. Warren took a leading part in all the Irish celebrations in the city.

Western Canada.

Fraser Bros.' hardware store at Outlook, Sask., was burned in a disastrous fire which swept that town on March 21.

Peart Bros., Regina, are to remodel their retail store and make an addition of 160 feet, three storeys in height. This will give a frontage of 160 feet on Rose street and 54 on South Railway street.

The estate of O. J. Johnson, hardwareman at Penhold, Alta., is winding up the business.

J. L. Larmer has sold his hardware business at Kisbey, Sask.

The Fraser-Lennox Hardware Co. has recently been incorporated in Winnipeg with a capital of \$40,000. The directors are E. A. Conde, W. W. Kennedy, F. Chalmers, J. B. Brownridge, and Mrs. H. A. Fraser. A splendid store has been fitted up on Osborne St., Fort Rouge.

Maritime Provinces.

J. S. Neill, wholesale and retail hardwareman, at Fredericton, is forming his business into a limited liability company under the name J. S. Neill & Sons, Ltd., and has applied for a charter.

LETTER BOX.

Sleigh Bells—E. J. Turcotte, East Broughton Station, Que., asks for the names of Canadian manufacturers of sleigh bells.

C. O. Clark & Bros., St. Patrick Cote, St. Paul, Que.—Editor.

Rust on Metals.—C. F. Fawcett, Tweed, Ont., asks what can be recommended as a preventative for rust on iron and steel when stored in a damp place.

A coating of grease or oil will prevent rust.—Editor.

NEXT CONVENTION AT PETERBORO.

At the meeting of the Executive Committee of the Ontario Retail Hardware Association at Toronto on Good Friday, Peterboro was selected for the 1911 convention. Ald. Duffus, Ald. Phalen and H. P. Morgan, Peterboro, were present and offered the free use of the Armories and adjoining Assembly hall for the exhibition and convention. Guelph offered the Winter Fair building and adjoining City Hall, and Toronto offered either the Arena or Massey Hall basement. Niagara Falls sent an invitation for the 1912 convention. H. Occomore, Guelph, withdrew in favor of Peterboro in 1911, but said Guelph wanted the meeting in 1912, sure.

HEATING TRADE CHANGE.

David Millar, president and manager of the Pease Heating Co., Toronto, has resigned and W. G. Scott, Mt. Forest, ex-president of the Ontario Retail Hardware and Stove Dealers' Association, succeeds Mr. Millar, the change taking place on April 1. Mr. Scott has built up a successful hardware and heating business at Mt. Forest and has also made a record as water and light commissioner of the town. The Pease Heating Co. has control of the warm air and combination heating systems manufactured by the Pease Foundry Co., Toronto, and Mr. Scott's duties will be to manage this contracting end of the business. Having installed a large number of Pease furnaces at Mt. Forest he ought to make a success of his work in the larger field.

Mr. Millar, after a quarter of a century's experience in the heating business, during which he was connected with the Gurney Foundry Co., Toronto, Boynton Furnace Co., New York, the Pease Heating Co., and other concerns, has decided to establish a furnace and heating business under his own name and has secured the Toronto agency for McClary's "Sunshine" furnaces. Showrooms and workshops will be located in the large three storey building on the northeast corner of Church and Richmond streets.

HARDWARE AND METAL

LADDERS
3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast, per doz. 6 75
Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN MOWERS
Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10 1/2 in. wheel, 4 knives, 12 in., \$8.50; 10 1/2 in. wheel, 4 knives, 12 in., ball bearing, \$10.00. 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. \$2.75; do., 4 knives, \$3.25; 9 in. wheel, 3 knives, 12 in. sizes, \$3.30; do., 4 knives, \$3.50; 10 1/2 in. wheel, 4 knives, 12 in. sizes, \$4; ball bearing, \$4.85.

LOCKS AND KEYS.
Canadian 45 and 10 per cent.
LUMBERMEN'S SUPPLIES
Cant hooks, dozen, from..... 12 00
Axes, dozen, from..... 6 50
Axe handles, dozen, from..... 1 15
Cross cut saws, per foot..... 0 25
Axe wedges, dozen..... 0 25
Ball and heel calks..... 4 00

MALLETS.
Tinsmiths', 2 1/2 x 5 1/2 in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz. 2 40
Caulking, No. 8, oak, per doz..... 15 00

MATS
Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.
Tandem metal polish paste,..... 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES
Mattocks, 6 lb., 18 inch, \$5 dozen
Picks, 6 to 7 lb., 4.63 doz.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 1 1/2 cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3 1/2 cents per lb.

MOPS AND IRONING BOARDS.
Mops, per doz..... 1 20 1 50
Folding ironing boards..... 16 25 18 00

NAILS
Wire
1-1 1/2 inch..... 3 35
1 1/2 inch..... 2 75
1 1/2-1 3/4 inch..... 2 65
2-2 1/2 inch..... 2 50
2 1/2-3 inch..... 2 45
3-3 1/2 inch..... 2 40
3 1/2-4 inch..... 2 35
4, 5, 5 1/2, 6 inch (base)..... 2 35
Cut nails—Montreal, \$2.40; Toronto, \$2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33 1/4 per cent.
Pressed spikes, 1/2 diameter, per 100 lbs. 2 85

OAKUM.
Plumbers, per 100 lb..... 4 50

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gal., per dozen..... 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS
Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and 5
Hutton's "Cross Arrow" flatware, 42 1/2.
"Singapore" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.
Discount 40 per cent.
10-qt. flaring tin buckets, 40 per cent.
7, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pits, 40 p.c.

PLANES.
Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.
Buxton's genuine, 37 1/2 to 40 per cent.

PUMPS.
Berg's wing pump, 75 per cent.
RAGS.
Baker's..... 7 50 11 00
" King Outter..... 25 00
Henckel's..... 7 50 20 00
Olauus automatic safety..... 27 00
Olauus perfect stropper..... 16 00
Gillette Safety, each..... 3 75
Olauus Razors and Strops, 50 per cent
Ever Ready Safety..... 9 00

ROPE AND TWINE.
Sisal rope..... 0 09
Pure Manila rope..... 0 10 1/2
"British" Manila..... 0 04 1/2
Cotton, 3-16 inch and larger..... 0 24
Russia Deep Sea..... 0 16
Jute..... 0 09
Lath Yarn, single..... 0 08
" double..... 0 08 1/2
Sisal bed cord, 48 feet..... per doz. 0 65
" 60 feet..... " 0 80
" 72 feet..... " 0 95
Cotton clothes line, 2 1/2 off.
Bag, Russian twine, per lb..... 0 27
Wrapping, cotton, 3-ply twine..... 0 26
" 4-ply twine..... 0 30
Mattress twine per lb..... 0 33 0 45
Staging "..... 0 27 0 35

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12 1/2 per cent.
Copper Burrs only, 22 1/2 p.c.
Extras on Coppered Rivets 1/2-lb. packages 1c. per lb.; 1-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2 1/2c. per lb.

RIVET SETS.
Canadian, 35 to 37 1/2 per cent.
RULES.
Boxwood, No. 68, 2 foot, doz..... 1 15
vory, No. 1282, 2 foot, each..... 3 50

SAD IRONS.
Mrs. Potts, No. 55, polished, per set 0 75
" No. 50, nickel-plated, " 0 80
" handles, japanned, per gross 8 40
Common, plain..... 4 25
" plated..... 5 50
Asbestos, per set..... 1 50

SAND AND EMERY PAPER.
Sand and emery paper, 35 per cent

HARD WEIGHTS.
0 or 1 lb. each, per 100 lb..... 2 20
3 to 30 lbs..... 1 0

SASH CORD.
No. 8, per lb..... 0 34 1/2

SAWS.
Atkins Hand and Crosscut, 25 per cent.
Diston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.
Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS
Common doors, 2 or 3 panel, walnut stained, 4-in. style..... 7 80
Common doors or 3 panel, grained only, 4-in. style..... 8 10
Beaver window screens, 14x18, open 28 1/2 inches..... 1 60
Perfection window screens, 14x15, open 22 1/2 inches..... 1 80
Model window screens, 14x22, open 36 1/2 inches..... 2 25

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Robelleu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCOTCH SWATH.
Canadian, 40 per cent.

SCREWS
Wood, F.H., bright and steel..... 85 and 10
" R.H., bright..... 80 and 10
" F.H., brass..... 75 and 10
" R.H., brass..... 70 and 10
" F.H., bronze..... 65 and 10
" R.H., bronze..... 65 and 10
Drive screws..... 85 and 10
Set, case hardened..... 60
Square cap..... 50 and 05
Hexagon cap..... 45
Bench, wood, per doz..... \$5 00
" iron, per doz..... 4 25

SCREWS (MACHINE)
Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.
Sargent's..... per doz. 0 65 1 00
North Bros., No. 30..... per doz. 16 80

SCISSORS AND SHEARS
Clauss, nickel scissors and shears, 60; Japa: 65; tailors, 46; gruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS
No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.
Starr skates, 37 1/2 per cent.
Baker, hockey 30c. upwards; spring, Empire hockey sticks, \$3.00, \$3.50.
Micmac and Rex sticks, \$4.00, \$6.00.
Pucks net, \$1.50.

SHOVELS AND SPADES.
Canadian, No. 1 and 2 grade, 60 and 2 1/2 p.c.; No. 3 and 4 grade, 50 and 2 1/2 p.c.

SQUARES.
Diston's 60 and 10 p.c.
Stanley Try Squares, size 7 1/2, doz. net.. \$2 85

SNAPS.
Harness, 25 per cent

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12 1/2 per cent.
Retinned, 75 and 12 1/2 per cent.

SAP SPOUTS.
Bronzed iron with hooks..... per 1,000 7 50
Eureka tinned steel, hooks..... 8 00

STAPLES
Poultry netting, 100 lbs..... 5 70
Bed, 100 lbs., No. 14..... 6 75
Blind, per lb..... 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.
Dennis Wire & Iron Co's, 33 1/2 p.c.

STOVE BOARDS
Lithographed, 60 and 10

STOVEPIPES.
5 and 6 inch, per 100 lengths..... 7 00
7 inch..... 7 50
Nestable, 45 per cent.

STOVEPIPE ELBOWS
5 and 6-inch, common..... per doz. 1 22
7-inch..... " 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.
No. 20 Beaver Die Stock..... 18 75

STONES—OIL AND SCOTCH.
Washita..... per lb. 0 25 0 37
Hindotan..... " 0 06 0 10
" slip..... " 0 18 0 20
" Axe..... " 0 10 0 10
Deer Creek..... " 0 10 0 10
Deerlock..... " 0 25 0 15
" Axe..... " 0 15 0 15
Lily white..... " 0 42 0 10
Arkansas..... " 1 50 1 10
Scotch..... per gross 3 50 5 00
Grind, 40 to 200 lb., per ton..... 30 00 22 00
" under 40 lb..... " 24 00
" 100 lb. and over..... 28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 4 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimps, blued, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk,

75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, bulk, 55; clinch poi. shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each..... 0 94
" steel, No. 284, 66 ft., each..... 3 15
Chesterman's, linen, No. 1822, 66 ft. ea. 1 10
" Metallic, No. 1821..... 1 95
" Steel, No. 1840, 50 feet..... 4 20

TROWELS.
Diston's, 10 per cent.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMING.
Discount, 45 per cent.
Plain and retinned, 75 and 12 1/2.

TRAPS (STEEL GAME)
Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Onsida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)
Doz
Out O' Sight Mouse Traps..... 0 60
" Rat Traps..... 1 20
Easy Set Mouse..... 0 45
" Rat..... 0 95
Blizzard Mouse Traps..... 0 45
" Rat Traps..... 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers..... 0 80

VISES
Per pound..... 0 12 0 12 1/2
Hinged pipe vise, 25 lbs..... 3 55
Saw vise..... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.
New Ontario..... 41 25
Round, re-acting per doz..... 73 75
Square..... 77 50
Downsall..... 48 75
New Century, Style A..... 93 75
Ideal Power..... 185 00
Daisy..... 67 50
Stephenson..... 74 00
Puritan Motor..... 165 00
Connor, improved..... 48 75
Ottawa..... 51 25
Connor Ball Bearing..... 108 75
Connor Gearless Motor Washer..... 172 50
20 per cent.

WRINGERS
Royal Canadian, 11 in., doz..... 42 25
Improved Royal Canadian, 11 in..... 44 75
Eze, 10 in., per doz..... 43 25
Bicycle, 11 inch..... 54 25
Trojan, 12 inch..... 97 50
Challenge, 3 year, 11 in..... 45 75
Ottawa, 3 year, 11 in..... 52 00
Favorite, 5 year, 1 in..... 53 00
20 per cent.

WHEELBARROWS
Navy, steel wheel, dozen..... 21 20
Garden, steel wheel, dozen..... 32 40

WHIFFLETREES
Tubular steel whiffletrees, 28 in..... 0 70
" " 34 in..... 1 00
" " 36 in..... 1 25
" " neckyokes, 36 in..... 1 05
" " doubletrees, 40 in..... 0 95
" " lumbermen, 44 in..... 1 15

WOOD HANDLES
Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

WRENCHES
Agricultural, 67 1/2 p.c.

WROUGHT IRON WASHING.
Canadian, 50 per cent.



Three Trade Winners

National Light Oil

For the lamp or the stove

The oil that is different from all others.

- No smoke
- No smell
- No dirt
- No danger

Nothing but a BRIGHT, CLEAR LIGHT

The oil with a strong advertising proposition back of it.

A sample quart free to all your customers.

Sterling Paint

Guaranteed for 5 Years

We assume all risks. No further argument necessary

Judging from the response we have been favored with from the Hardware trade, dealers have discovered that Sterling Paint is what their customers want.

Moreover, there's more profit for you in Sterling Paint than in any other brand. And we aid you with selling helps that will certainly increase your paint trade.

Think it over!

White Rose Gasoline

FOR AUTOMOBILES

Its use means insurance against all trouble.

The motor will show its appreciation by developing greater power—and that's what makes the wheels go round.

POWER

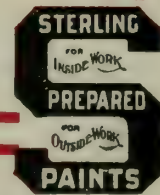
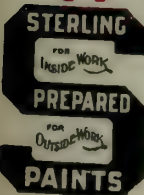
Buy gasoline by its power efficiency and not by its gravity.

MORAL—Buy White Rose Gasoline and be certain.

Canadian Oil Companies Limited

TORONTO

Halifax, St. Johns, Quebec, Montreal, Ottawa, Hamilton, London, Winnipeg, Regina, Calgary, Edmonton



The Paint that's Safe to Sell

Not a Pound of Paint leaves our factory without the O. K. of an expert paint maker; that's protection for the Dealer



The dealer who proposes to stay in business can't afford to take chances on the quality of the goods he sells. **Quality** and **Satisfaction** are the two big stones he must have in his foundation if he intends to build for permanency. He can't dodge the responsibility or compromise with fate. No need to take chances when **certainty**, another important stone which must be a part of the foundation as well, can be added so easily — just build your business on

The Martin-Senour Paints

100 Per Cent Pure

and you need have no fear of the future — your business structure will be absolutely safe and sound. Your customers will add to its stability by recommending your goods to their friends. But if the **Quality** of the paints you are handling is the **least bit doubtful**, better change your line quick before it's too late. Write today for terms on a line that is safe and a satisfaction to sell. Make more money — it's easy with our line.

THE MARTIN-SENOUR CO., Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd
HALIFAX, N. S.

LEADED ART GLASS

Lead work is only one of our many lines, but we make it a specialty. We are prepared to fill all your orders for any kind of GLASS and you will always find our prices right.



Design No. 350. See
Catalogue,

Our stocks of PLATE, SHEET and FIGURED GLASS are large and complete, and prompt shipment can always be relied on

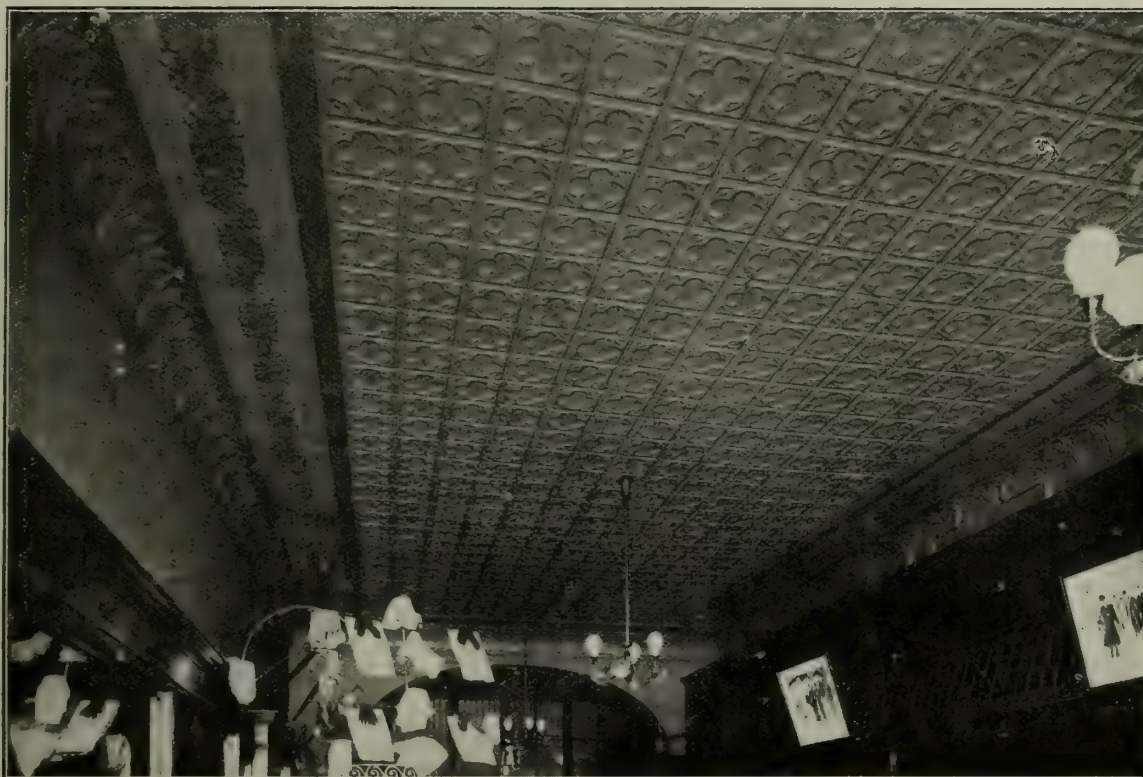
HOBBS MANUFACTURING CO., LIMITED

LONDON WINNIPEG TORONTO
MONTREAL

PUSH METAL CEILINGS!

Think of it! There are two profits for you on every square of our Metal Ceilings you sell—one on the material, and the other on the erection. On the material alone you can make 10% without even carrying a stock. Can you think of any other line that gives you such a chance for profit with absolutely no risk on your part?

Don't let this opportunity pass you! Just keep wide awake for prospects, offer your customers the grand selection shown in our catalogue, and you can't help making good.



Remember that our ceiling designs are exclusive. They are plain and neat, or highly ornamental, with a great variety of styles falling between these extremes. We have the goods to suit any taste. Our classified designs include Gothic, Louis XIV and Colonial, and we also offer a great range of miscellaneous patterns.

If you haven't a copy of our richly illustrated catalogue let us know by the next mail. You shouldn't be without it another minute.

Our goods are carried in stock at the following cities:

St. John, N.B. Quebec Toronto Winnipeg Calgary Vancouver
Emerson & Fisher, Ltd. J. A. Bernard G. P. Breckon & Co. Clare & Brockest Ltd. Ellis & Grogan Wm. N. O'Neil & Co.

Metal Shingle & Siding Co., Limited
Manufacturers
Preston and Montreal
Canada



P. D. DODS & CO.
LIMITED

Manufacturers of

ISLAND CITY
BRANDS

**Prepared Paints, Varnishes
and Dry Colors**

Offices and Works, Montreal

Lacqueret

For brightening
the home

S.V.W.
TRADE
ELASTICA
MARK
FLOOR FINISH

Flattine

Cabinet
Finish

A Quality Trio

THAT EVERY UP-TO-DATE HARDWARE-
MAN HANDLES AND RECOMMENDS :: ::

Lacqueret Elastica Flattine

a transparent lacquer, for giving new life and renewed good looks to old woodwork and furniture. Has innumerable uses in the home and sells steadily *all the time*.

is the *best* finish for floor work. It works with great freedom, covers the maximum area, and produces a brilliant, permanent finish. Unexcelled for finest trim work.

produces that desired rubber effect *without rubbing*. Is very durable and damp-resisting and dries hard over night.

WE CREATE THE DEMAND BY OUR INSISTENT CONSUMER ADVERTISING

When you order Floor
Finish be sure you get

TRADE
ELASTICA
MARK

Not something that
sounds like Elastica, but

TRADE
ELASTICA
MARK



"Elastica Stands the Rocks"

International Varnish Co., Ltd.

Makers of Fine Varnishes
NEW YORK

TORONTO

CHICAGO

LONDON

Branch of Standard Varnish Works
BERLIN BRUSSELS

Ask US to quote you for

PARIS GREEN

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

HOYLE
ROBSON
BARNETT & CO.
LTD.

HEAD OFFICES:

35 CLOSE, NEWCASTLE-ON-TYNE,
ENGLAND

CONTRACTORS TO

H. M. ADMIRALTY and WAR OFFICE

Stephens

FLOOR-PAINTS

are in great demand at present. Every day we are shipping out hundreds of gallons to satisfy the many demands of the consumer all over the west.

HOW IS YOUR STOCK?

Remember every housekeeper is cleaning up the home and *Stephens* Paints, Varnish and Oil Stains are very much in demand. Don't let your stock get low. If you do, we will help you by shipping the same day we get your order—BUT—You WILL lose sales by being out.

G. F. Stephens & Co.

LIMITED

WINNIPEG

Branch at Calgary, Alberta.

For solid profit-making

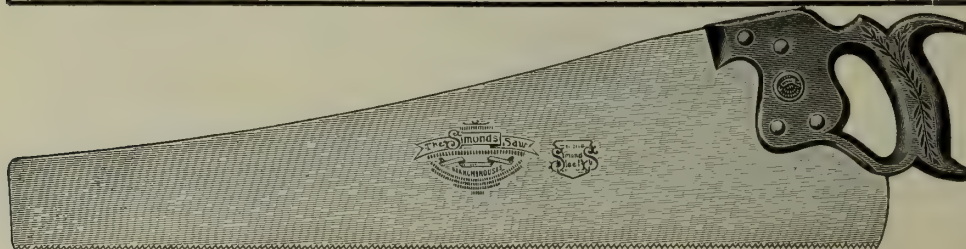
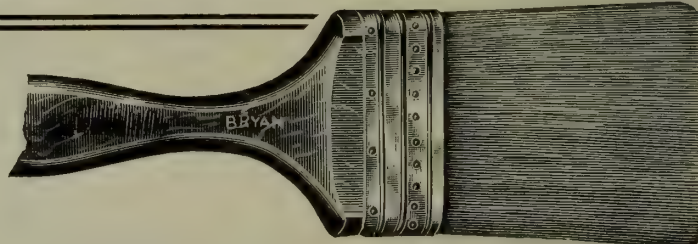
during the coming spring, there is no line of

Brushes, Brooms and Wood Ware

the equal of Bryan's in quality, finish and workmanship. They are, moreover, a "worth-while" proposition to handle! Send for prices. Illustrated catalogue sent on request to responsible dealers.

Thomas Bryan, Limited, London, Canada

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

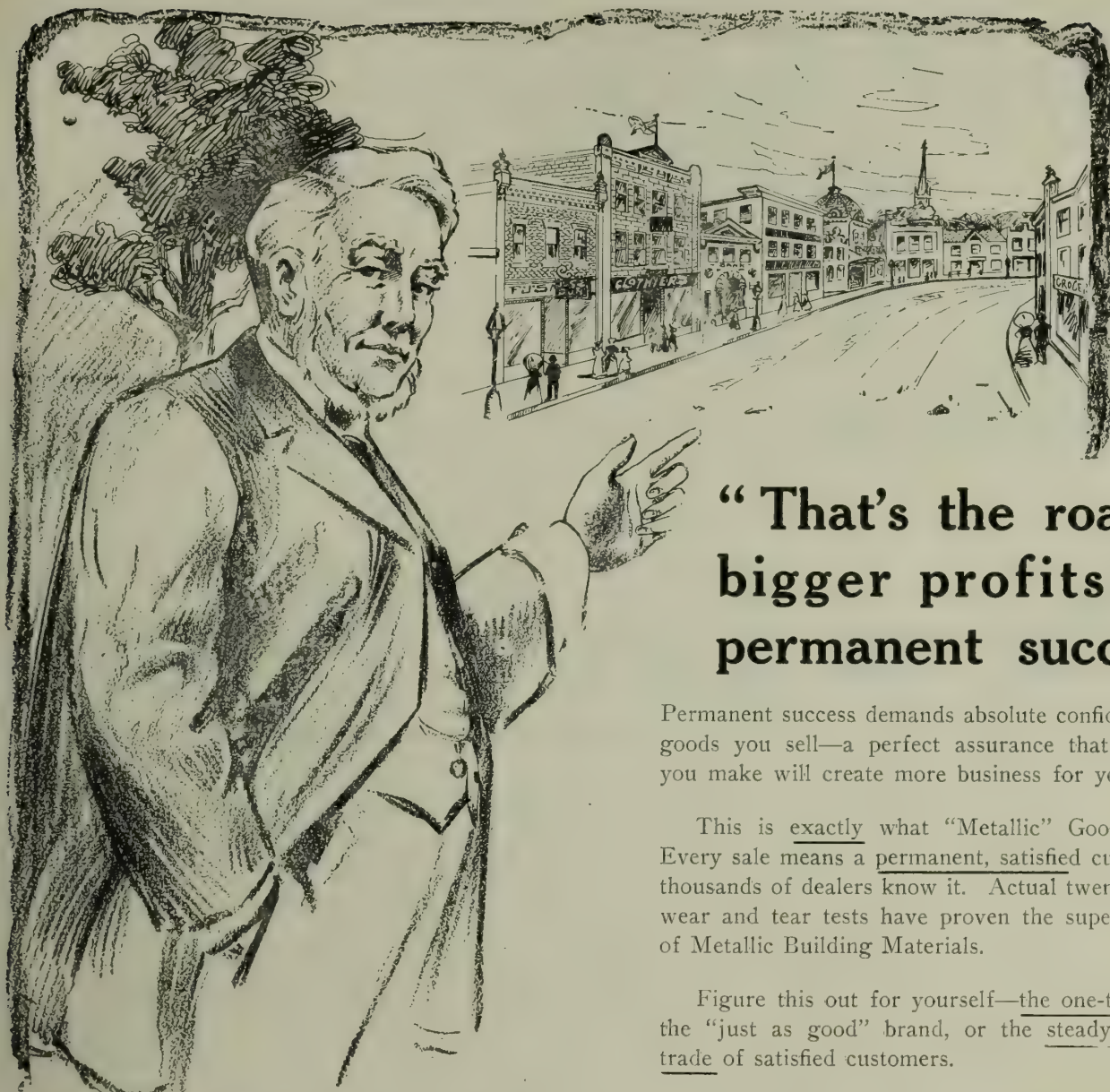
SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.



“That’s the road to bigger profits and permanent success.”

Permanent success demands absolute confidence in the goods you sell—a perfect assurance that every sale you make will create more business for you.

This is exactly what “Metallic” Goods will do. Every sale means a permanent, satisfied customer and thousands of dealers know it. Actual twenty-five-year wear and tear tests have proven the superior quality of Metallic Building Materials.

Figure this out for yourself—the one-time sale of the “just as good” brand, or the steady increasing trade of satisfied customers.

Stock “Metallic” Goods now, the right season to make a judicious selection of building materials, and compare your profits and prospects with those of your best year.

“Metallic” Goods lead all building materials. In workmanship, quality and design, they are the best that money can procure. “Metallic” Goods are the choice of the dealer who knows.



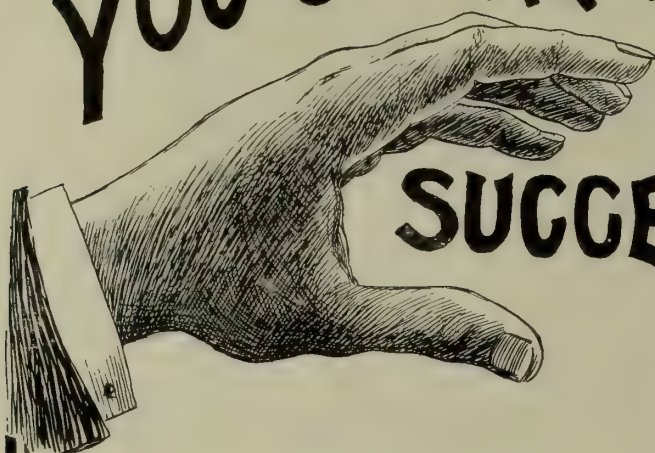
**Eastlake Steel Shingles
Metallic Ceilings and Walls
Metallic Rock Faced Siding
Metallic Cornices and Finials
Conductor Pipe and Eavetrough
Fireproof Doors and Windows
Ventilators and Skylights
Corrugated Iron
Portable Granaries**

Send to-day for priced catalogue. Also mention our interesting free booklet, “Eastlake Metallic Shingles”—it will assist you in making sales.

Manufacturers

The Metallic Roofing Co. Limited
TORONTO & WINNIPEG

YOU CAN REACH



SUCCESS

by the quickest and most direct route
if you are selling

“New Era” Paint

There's no experiment in selling “NEW ERA” HOUSE PAINTS. They are so well known, so extensively used, and so consistently advertised, that dealers who do not handle them soon realize they are neglecting their own as well as their customers' interests.

“NEW ERA” PAINT holds its color better, lasts longer, covers more surface, gives a better finish, and withstands the weather longer than many higher-priced paints.

It is perfectly pure and sells at a moderate price.

WRITE FOR CATALOGUE AND TRADE DISCOUNTS.

Standard Paint & Varnish Company
LIMITED

WINDSOR - - - ONTARIO



The best way to increase trade is to sell the goods that surprise and satisfy your customers
with extra value

The Dougall Varnish Company

Limited

have not only their own high grade varnishes to offer, and which have held high standard for over thirty years, but having become associated with the celebrated **MURPHY VARNISH COMPANY** of the United States, are now in a position to offer to the trade in Canada **Varnishes made in Canada** which are the result of a combined experience of both companies.

Murphy Varnish Co.'s Piano and Cabinet Varnishes

A fact that is significant. Murphy Varnish Company make twice as much Piano Varnish as all the other Varnish Makers in the United States put together.

Fine House Varnishes

These architectural varnishes have been patiently developed to a state of near perfection, where their practical working justifies the effect we have put into them. They give peculiarly fine finish effects, clear, smooth and beautiful, with maximum of durability.

Carriage and Automobile Varnishes

Never surpassed, known for their resistance of mud, grit and vibration. By their special treatment, completed after years of experience in the largest market, offer goods perfectly adjusted to the working conditions and requirements of the carriage trade in this country.

Konkreto

A composition for the sanitary treatment of concrete or cement floors, walls and ceilings. Write for booklet.

Car Primer and Surfacers

Write for booklet and learn something to your advantage.

Dougall Varnish Co.'s

(Late McCaskill, Dougall & Co.)

Railway Varnishes

made on the English System.

They have a unique superiority for Railway and Street Cars and trams of all kinds, maximum of durability.

Carriage Varnishes

made from the best materials and prepared by identical methods and process of manufacture that have given the highest grade of English Varnishes such an excellent and well-deserved reputation, especially for durability.

Boat and Spar Varnishes

They have been used for years with the highest approval by most important consumers on surfaces of all kinds where an insoluble coating is required to resist the action of water and sun; also cabin work, etc., none better.

Architectural Varnishes of All Kinds

Zanzerine Wood Finishes, Japans, Spirit Varnishes and special varnishes for specific work made by this firm have been on the market for over one-quarter of a century and are so well known and hold such a premier position that further comment here seems unnecessary.

WRITE FOR PRICE LIST

The Dougall Varnish Company

Limited

J. S. N. DOUGALL, President

Montreal

Canada

Associated with MURPHY VARNISH COMPANY, U.S.A.

Spring Wire Goods

D-L Flexible Wire Mats

Carpet Beaters

Wire Lawn Fence

Wire Garden Border

Wire Baskets

Wire Trellises

Lawn and Cemetery Seats

Cemetery Arches

Wire Window Guards



We Make a Complete Line of

HIGH GRADE

Wire and Iron Work

WRITE FOR PRICES



Dennis Wire

AND

Iron Works

Co., Limited

LONDON, ONT.



LINSEED OIL is the Life of Paint

and the durability of a paint is largely
in direct proportion to the quality of oil used.

Buildings in your vicinity, painted with materials from your stock, are standing advertisements for you. They advertise your business for good or bad. Your paints are tried out under the critical scrutiny of the buying public and will surely fail in the durability test if poor oil has been mixed with them. It pays you to sell the best.

SHERWIN-WILLIAMS SCREW PRESS LINSEED OIL

is the highest grade oil that it is possible to make. It is made from the best Northwestern No. 1 flaxseed, which has been thoroughly re-cleaned by us before it is used. It is pressed at a lower temperature than is the custom of most manufacturers, thus leaving "in the cake" all mucilaginous matter which usually finds its way into the oil. It is filtered in hydraulic presses and aged in steel storage tanks until it is clear and brilliant and free from sediment. *Safeguard your business by selling Sherwin-Williams Screw Press Linseed Oil.*

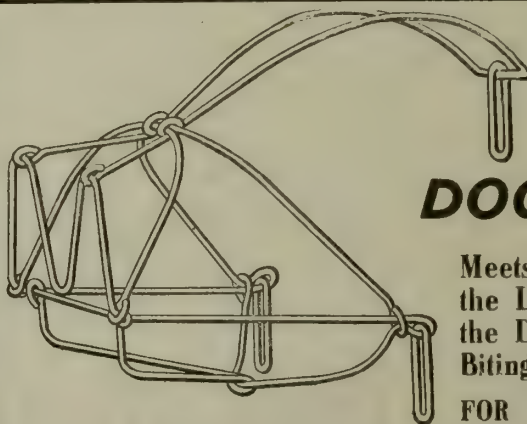
THE SHERWIN-WILLIAMS CO.

MAKERS OF PAINTS AND VARNISHES



CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.

860



OUR IMPROVED

"HUMANE" DOG MUZZLE

Meets all the Requirements of
the Law. Light and Easy on
the Dog. Readily Adjusted.
Biting an Impossibility.

FOR SALE BY ALL JOBBERS

Manufactured by

The Canada Wire Goods Mfg. Co.
HAMILTON

SUCCESS

**Is Easy When Business
is Conducted Properly**

Our success has been based on the strong co-operation of the trade with whom we work all the time.

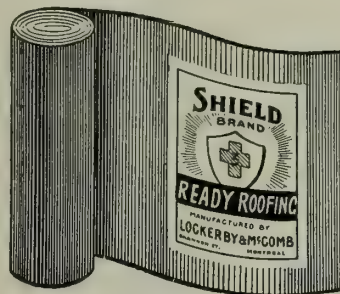
Our brands of roof and building papers stand alone.

Quality stands out prominently and it is no trouble for the dealer to please his customer.

SHIELD BRAND READY ROOFING

is thoroughly tested, made of the finest materials and brings back pleased customers.

Our Roofing is Unique.
It is Absolutely Waterproof.
Elastic and Pliable.
Strong and Tough.
Easily Applied.
For Steep or Flat Roof.



Does not Taint Water.
Every Roll Bears Our Trade Mark.
See It and Take No Other.
Our Roofing Will Double Your Sales.

DOMINION BRAND TARRED FELT

is the top notch of roofing permanency. Do not allow prepared roofing to be palmed off on you. Felt and gravel roofing is the only kind that will stand this climate. It is not unusual for us to see our roofs have lasted over thirty years and are likely to last thirty more.

In the Northwest we have a perfect wind break in Shield Brand Tarred and Dry Sheathing, Good Luck Tarred and Dry Fibre Cement, Coal Tar and Pitch.

This is the best time of year to get after the building trade of your district.

Every brand is backed by our guarantee. The most generously managed roofing house in Canada.

Write To-day for Prices

LOCKERBY & McCOMB

Manufacturers Limited

MONTREAL



LION BRAND VARNISHES

FILL A LONG FELT WANT IN A GOOD GRADE VARNISH AT A MEDIUM PRICE.

UNIVERSAL—for all interior and exterior use.

No. 99 LIGHT HARD OIL FINISH—a pale oil finish, for interior use. The best of its kind.

FLOOR VARNISH—waterproof and will not mar white.

ASK ABOUT THE SPECIAL ADVERTISING.

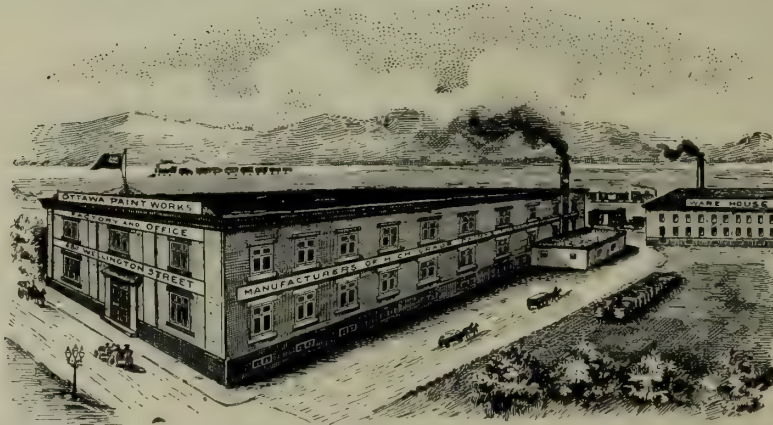
The Winnipeg Paint & Glass Co., Limited
 EDMONTON WINNIPEG
 THE CALGARY PAINT AND GLASS CO.

JAS. M. YOUNG
 Manager

THE HOME OF GOOD PAINT.

CHAS. HICKMAN
 The Paint Man

Our Mottoes
 are Exact-
 ness and
 Quality.



Everything
 is made un-
 der Personal
 Supervision

We Are Again Outgrowing Our Plant

The new methods which we employ in the Manufacturing of our Products place us in a position to supply Dealers with a full line of Paint and Varnish at a much better figure than any other House in Canada. Lion and Peerless Brand Paint are as good as the best and our Prices insure the Dealers profit. The ever-increasing demand for our Goods proves all we say and a little more.

Drop us a Card, get into line with us, and your Paint troubles are over.

THE OTTAWA PAINT WORKS

"MAKERS OF GOOD PAINT."

687 WELLINGTON STREET

OTTAWA, CAN.

Sanderson Percy Service Leads to Greater Success



YOU will agree that the best service a wholesale house can offer the retail trade is to provide a large stock of saleable goods, properly assorted, and to maintain adequate facilities for prompt delivery.

That is the basis of Sanderson Percy Service. Our stock of

Paints, Oils, Varnishes and Glass

is complete in every respect and we are in a position to make prompt shipment of all orders. Our stock is bought by people who have been long in the business, who know what is saleable, and who are too well experienced to attempt to force unsaleable goods on the trade.

*Try Us with a Sample Order and
Join the Ranks of Satisfied Merchants.*

Sanderson Percy & Co. Limited

61-63-65 Adelaide Street West, TORONTO, Ontario



*We are distributors for
Berry Bros.'
famous
Varnishes.*

THE OLD AND
RELIABLE HOUSE

Wholesale
Paints, Oils,
Glass, etc.,
etc.



PLYMOUTH CORDAGE CO.

PLYMOUTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lath yarns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

Stocks at

TORONTO
MONTREAL
HALIFAX

ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO

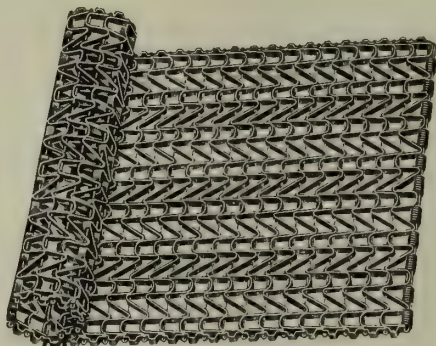


Acme Flexible Door Mat

Galvanized Steel—Indestructible.

Special inducements to Jobbers and Dealers now.

There is a constant demand in Residences, Schools, Stores and Public Buildings for the Acme Mat, especially during the autumn and winter.



Notice the Special Edge.

Durable—Sanitary—Non-Rustible—Self-Cleaning

Acme Steel Goods Co.

MANUFACTURERS

2834-40 Archer Avenue

CHICAGO, ILL.

"CANADIAN MONARCH" FENCE

Our "MONARCH" is a staple lock fence of the latest and most approved type. The strands have but a very slight kink at the lock, therefore are as strong at the lock as at any other point.

The locks, strands and stays are made of number nine wire and all the wire used is Hard Drawn Steel, thoroughly galvanized.

If you want an agency for this, also our "SAFE-LOCK" fence, which is a wrapped stay, either number nine or number twelve, write us for prices, and get our wholesale list of fences and gates with discounts.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.

BRANDON,

MAN.



THERE IS A GREATER DEMAND THAN EVER FOR

Carborundum Sharpening Stones

and the prudent dealer will be prepared to meet it by ordering now.

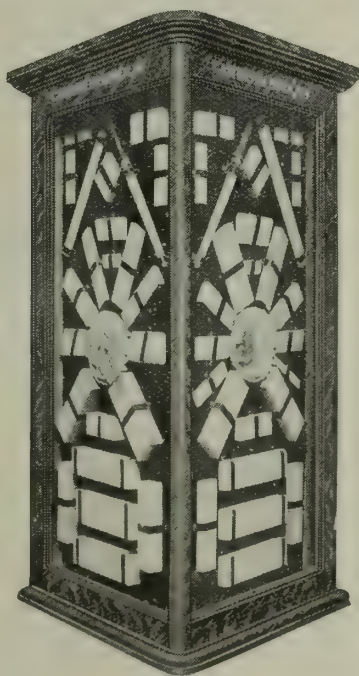
CARBORUNDUM SCYTHE STONES

are the quickest cutting and the fastest selling scythe stones on the market. They are put up in handsome display counter boxes.



**CARBORUNDUM FREE TRI-
ANGLE DISPLAY CASES**

afford a striking display and add a distinction to store furnishings.



Please write for Stock Lists, Discounts or any other information desired.

The Carborundum Company

NIAGARA FALLS, N.Y., U.S.A.

Drive These Tandem!

in your Paint Department; they're a combination that will positively "sweep the board" against all comers.

In the realm of WALL FINISHES nothing is superior to "Muresco." That subdued, flat, velvety appearance on walls and ceilings, which is so much admired, can be produced alike by amateur and professional by applying "Muresco." It is economical to use—one coat as a rule being sufficient—and it will not crack, peel nor rub off.

Muresco

the Best

Wall Finish

Moore's

Pure

Linseed Oil

House Colors

As regards Moore's House Colors here are a few valid reasons why you should "push" them:—

BECAUSE they are a pure Linseed Paint,

" they are uniform and reliable.

" you can get any shade desired.

" all the pigments are well ground.

" they withstand wear and weather.

" they are lustrous and honestly made.

" they are moderate in price.

" they are rapid sellers.

Enough to convince you of their merits? Send for Color Card and Prices!

Benjamin Moore and Co., Limited

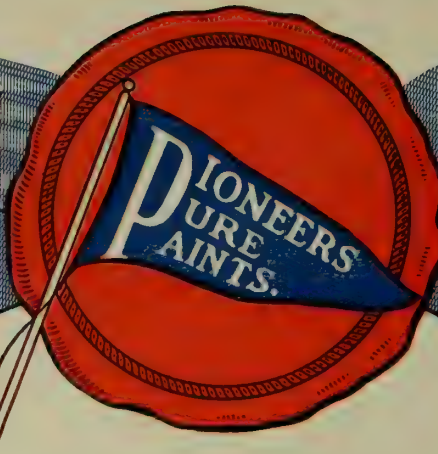
WEST TORONTO, Canada:

New York, Chicago, Cleveland, Carteret, N.J.



THE MARTIN

POPULAR



SENOUR CO'S

SPECIALTIES

PERFECT PAINTS

MR. DEALER

The popularity, superiority and reputation of the Martin-Senour Paints

are thoroughly known and established the acknowledged standard of excellence.

After years of conscientious experimenting and exhaustive research, together with the concentrated energy of our entire organization, we offer you the splendors of modern business achievement; place at your command heretofore undreamed-of results - in the form of tangible dollars, for golden is the lure that lurks in the line of

Martin-Senour Paint Varnishes, Stains Enamels, etc.

It's the professional man's line, it's the lay man's line, it's the housewife's line, it's the farmer's line, and, above all, it's the master painter's line, because it's everybody's line, the one with which he can best display his craftsmanship and satisfy all demands.

For an all-the-year-round paint patronage, as well as from a profit-paying standpoint, our *paints, stains and enamels* so far overshadow all ordinary lines that the aspiring up-to-the-times merchant cannot afford to be without them.

Business becomes a business *when* you succeed in making your patrons *loyal, staunch, satisfied* clients.

To-morrow is always to-morrow — *write to-day* for our proposition and catalogue — it's free.

THE MARTIN-SENOUR CO., Limited
PIONEERS PURE PAINT

Montreal

The Winnipeg Paint and Glass Co., Ltd.
Winnipeg

Chicago

The Maritime Paint and Varnish Co., Ltd.
Halifax, N.S.





Ramsay's Agents—Everywhere

Ramsay's Paints are more in demand this spring than ever before. The reason is obvious. Ramsay's Paints have never deteriorated. They always work on advancing lines. Thus consumers have come to recognize the quality—to rely upon it.

Ramsay's Paints have always been sold at fair conservative prices, never exorbitant, never cheap, always right for the right paint.

The price for Ramsay's Paints was advanced a little this spring. It was a conservative advance in keeping with raw materials. It was done solely to conserve the high standard of quality which will be maintained at any cost. The quality stands unchallenged by any that is placed before you.

Ramsay's agents, everywhere! now is the time. Display your goods and work with us for your benefit. Take advantage of our ads. all over the country in magazines, newspapers, bill-boards. Don't neglect this. If you are in doubt—write us.

SELL VARNISHES

The big sellers are now Ramsay's Universal, a great big seller with splendid advertising advantages for the consumer, and then also "Ramsay's No. 7-20 Empire," a popular pusher with all classes. Big profits for dealers and splendid results. Write us about our two popular varnish sellers.

Ask for Ramsay's Catalogue for 1910.

It is worth it.

A. Ramsay & Son Co.
Montreal

Established 1842

Paint & Varnish Makers



RUBEROID ROOFING

Stands On Its Records

It is the **only** roofing that has met the **test of time.**

There are upwards of 300 imitations and substitutes and they cost more in the end.

Only One Genuine.

Many people in your territory are among the thousands of readers reached by our advertisements. They will be somebody's customers. Why not yours?



Beware of Imitations

It is the **only** roofing that is made in **impregnated colors, Red, Brown and Green.**

Before deciding on any Roofing for any purpose **Get our FREE BOOK** It gives you information **you** should have about All Roofings.

Write to-day.

The Standard Paint Company of Canada, Limited
Manufacturers MONTREAL

DEALERS EVERYWHERE

Berry Brothers' Famous Varnishes

LIQUID GRANITE

Most durable finish made

LUXEBERRY WOOD FINISH

Best hard oil finish on the market

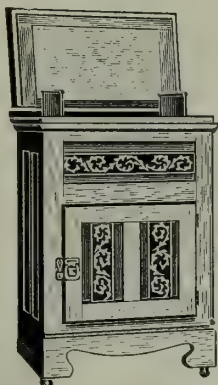
SPAR VARNISH

STANDS THE WEATHER WELL

Send for Booklets and Prices.

Berry Brothers, Limited
Walkerville, Ontario

The Foremost Refrigerator in Canada

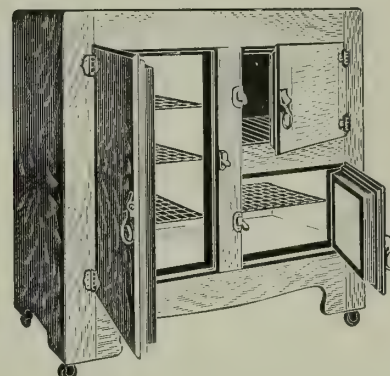


No. 4 CHAMPLAIN

A good, cheap refrigerator, made of hardwood. Well finished in every detail.

The cuts illustrate a size in each line which most hardware stores include in their specification.

Our Large New Factory,
Devoted Entirely to the
Manufacture of Refriger-
erators, Screen Doors
and Window Screens.

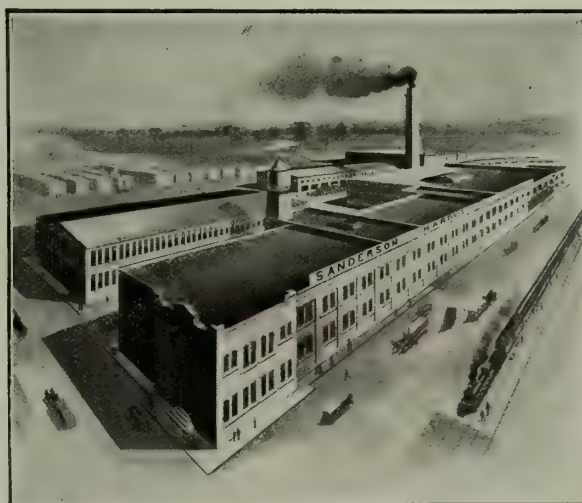


No. 129 OPALITE

The refrigerator with
"class" to it.

Made of oak, genuine por-
celain or opalite lined.

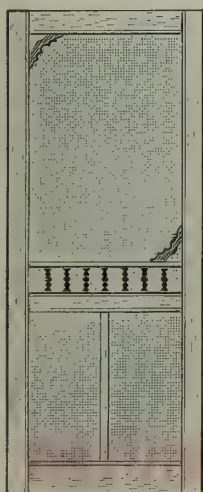
If your specification does
not include these styles we
would be most pleased to
have you write us for in-
formation.



ERECTED IN 1909

SANDERSON-HAROLD CO., Ltd.

PARIS, ONTARIO



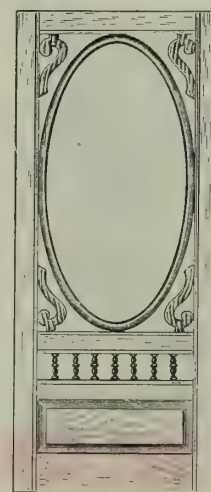
No. 2

A medium grade door
and a great seller.



PERFECTION

A splendid adjusting
window which does
keep the flies out.



No. 9

A door which adds
beauty to many of our
attractive Canadian
homes.

Screens for Health and Comfort

ESTABLISHED IN 1796

ENGLISH
FOR ALL



VARNISH
PURPOSES

Try Our Ready Mixed Paints. We Put up Three Grades

"FALCON" Brand, Unequalled on the Market.

"DIAMOND" Brand, A cheaper grade superior to most brands on the Market.

A Few Specialties

"PHASANTITE," An Ideal Distemper Paint.

"LACKERITE," Our High Grade Varnish Stain.

"FALCONITE," White Enamel, drying slowly and giving entire satisfaction.

WILKINSON, HEYWOOD & CLARK, Limited
LONDON, England

MONTREAL:
300 NOTRE DAME
STREET, WEST

BRANCHES :

LIVERPOOL, MEXICO CITY, PARIS, ALEXANDRIA, BOMBAY,
KARACHI, CALCUTTA, MADRAS, COLOMBO, RANGOON, HONG
KONG, SHANGHAI, PENANG, SINGAPORE, SOERABAYA, KOBE,
YOKOHAMA, MELBOURNE, SYDNEY, and Agencies all over the world.

FRANCIS C. REYNOLDS, Canadian Manager.

THE
CANADA PAINT
COMPANY, LIMITED.



VARNISHES
PAINTS
AND
COLORS

MONTREAL ·
TORONTO · ·
WINNIPEG · · ·

The Sterling British Manufacturers

Represented by

James Hutton & Co., Montreal

Are leaders in their respective lines.

Joseph Rodgers & Sons

LIMITED

SHEFFIELD, ENG.

Cutlers to His Majesty King Edward VII

AVOID IMITATIONS OF OUR

CUTLERY

BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE:



STEEL, PEECH & TOZER, Limited, Sheffield,

STEEL Axles, Tires and Spring Steel. "Phoenix" Locomotive Spring Steel is the ACCEPTED STANDARD in Canada.

W. & S. BUTCHER, Sheffield,

Manufacturers of RAZORS, FILES, etc. These lines have a sound reputation and are handled by all leading Hardware Merchants throughout Canada.

THOS. GOLDSWORTHY & SONS, Manchester

EMERY, EMERY CLOTH, etc.

THOS. JENKINS & CO., Birmingham

Fusees and Fog Signals.

Burroughes & Watts, LIMITED

Billiard Table Manufacturers, London, England

By Special Appointment to H.M. King Edward VII

Have been awarded the GRAND PRIX, the Highest Possible Award,
at the FRANCO-BRITISH EXHIBITION.

James Hutton & Co., Sole Canadian
Agents, Montreal

WARNING

Have You been Bitten?

We mean have you been inoculated with the germs of the "Galt" Shingle?

There is an epidemic of enthusiasm over this article that is being spread from Coast to Coast by our Salesmen, Agents and advertising.

Hardware Dealers and Tinsmiths are particularly susceptible, and a man in this business, particularly one who is young and aggressive, will contaminate the farmers and property-owners in a whole county in a few weeks if allowed to run at large.

The Symptoms: Victims are readily recognized by the presence of a catalog and order-pad protruding from the hip-pocket and sample shingles prominently displayed about the store.

As the malady advances a swollen condition of the bank account develops and the patient exhibits a morbid fear that his samples will be stolen or his catalog lost and avoids the society of all but intending purchasers of roofing.

The disease is incurable and will increase in virulence until the end of the building season. Symptoms will appear with renewed vigor, however, in February of the following year.

No hope for a complete cure is offered the patient. He will pass from one stage to another until the disease has run its course and he retires from business afflicted with a fortune and leaving in his trail a host of satisfied customers.

Precautions: The only people in any locality who need fear the presence of an infected man are his competitors. In many sections the latter have applied for an order compelling the "Galt" Agent to be muzzled, gagged and chained on the premises, also to have his order-form appendix removed.

Now, reader, whether you have heretofore energetically pushed Metal Shingles or not we want you to drop us a line for full particulars of our "Dealer's Proposition"—use those words. Forget past experience with this line if it has been unfortunate. We have demonstrated, are demonstrating and can re-demonstrate to you that there is money, advertising and assistance for that business of yours in our line of "Galt" Shingles, Embossed Steel Ceilings, etc. *Write on your letterhead and—Do it Now.*

The Galt Art Metal Co., Limited

Galt, Ontario

Winnipeg and Regina
Dunn Bros.

Calgary
Standard Supply Co.

Vancouver
D. R. Morrison

Fredericton
R. Chestnut & Sons

St. John, N.B.
Estey & Co.

Halifax
The Gen. Contr's Supply Co.



The Gutta Percha & Rubber Mfg. Co.

OF TORONTO, LIMITED

S. T. Warren, Pres.

Trumbull Warren, Treas.

C. N. Candee, Sec'y and Gen'l Mgr

MANUFACTURERS OF

HIGH GRADE RUBBER GOODS

Belting for all purposes

Packings

Gaskets

Valves

Tubing

Plumbers' Goods

Mats

Tiling

Moulded Goods



Rubber Hose For

Water

Suction

Steam

Air

Fire Protection

Acids

Brewers

Pneum. Tools

SOLE MANUFACTURERS OF

“Maltese Cross” and “Lion” Brand Rubbers

The best-fitting, best-wearing and most stylish Rubber Footwear on the market.

HEAD OFFICES :

47 YONGE STREET, TORONTO, CANADA

BRANCHES :

MONTREAL

HALIFAX

WINNIPEG

CALGARY

VANCOUVER

SYDNEY AND MELBOURNE, AUSTRALIA.

For You?

The two striking designs shown here are part of the big series of M-L Pure Paint ads. that are helping many a live dealer to sell these honest paints. Are they working for your store's benefit. Your trade would be bigger if they were. Why don't you learn about the way we help dealers sell good goods.?

501

Two coats of
this paint
equal three
coats of the
best competing
brand.

Want proof?

The Answer
To The
Paint
Question

If you do any job painting, you can satisfy your customer better, do yourself more credit, and

**MAKE A BETTER PROFIT
WITH
M-L PURE PAINTS**

Write us for free sample can, color card, and our get-the-trade-Spring-offer to up-to-date Hardware Merchants.

Imperial Varnish & Color Co., Limited
Toronto

Do You Want the Business

TO COME YOUR WAY

IN

SPRING & SUMMER SPORTS



WHY NOT?

— IF YOU WISH TO IMPROVE YOUR KNOWLEDGE IN SELLING SPORTING GOODS —
TRADE WITH US AND GUARANTEE A RECORD YEAR IN SALES

NO LIVE DEALERS SHOULD MISS ASKING FOR PARTICULARS OF OUR GOODS
OUR NEW SEASON LIST IS NOW READY AND IS FULL OF INTEREST. WRITE FOR COPY WITH TRADE PRICES

A. E. BREGENT

Sole Distributor of
"REACH" Line of Base Ball Goods

192 EAST ST. CATHERINE
MONTREAL

CORBIN

"HARDWARE CITY"

PADLOCK ASSORTMENT



FRONT VIEW

ASSORTMENT NO. 400

Size of cabinet, 17 inches high, 14 inches wide, 12 inches deep. To stand on showcase or counter. Assortment consists of $7\frac{3}{4}$ dozen padlocks in twenty styles, to sell at retail for 15c, 20c, 25c, 35c and 65c each. Each lock numbered with nickel-plated tag.

PADLOCK DISPLAY AND STOCK CABINET

Made of selected hard wood, highly finished and fitted with brass trimmings. Shelves are arranged inside the cabinet to accommodate all of the locks furnished with the assortment, with room for more if desired.

If not carried by your jobber write us direct.



REAR VIEW

CORBIN CABINET LOCK COMPANY

NEW YORK

CHICAGO

NEW BRITAIN, CONN., U.S.A.

PHILADELPHIA

Head Office and Works:

HAMILTON
ONTARIO



Eastern Depot:

MONTREAL
QUEBEC

The
Best and
Most Complete

Line
of
Wire Goods

IS THAT MANUFACTURED BY THE

B. GREENING WIRE CO.
LIMITED

a firm whose name has been synonymous with perfection, both in England and Canada, for more than a century. As far back as 1600 A.D., an ancestor of the Greenings was identified with the Wire Business in the West of England, and from that date till 1859, when the Canadian business was established by Mr. B. Greening, the family has been engaged in the Wire Drawing or Allied Trades. The Canadian Business was incorporated in 1889, and has long been recognized as the premier wire goods firm in Canada.

AMONG OUR MAIN PRODUCTS ARE:

Wire Rope, Wire Cloth, Perforated Metals, Poultry
Netting, Wire Chains, Cow Ties, Trace Chains,
Wire Guards, Door Mats.

Sold by All Jobbers

We will Advise You
on
Store Front Construction

Canadian Agents for the "Petz" Bars
The Most Perfect and Reliable Corner and Transom Bars Made

The
Consolidated Plate Glass Co.
Limited

Manufacturers and Importers

PLATE GLASS

SHEET GLASS

FANCY GLASS

LEADED GLASS

MIRRORS

BEVELLED PLATE

SKYLIGHT GLASS

WIRE GLASS

EVERYTHING IN GLAZING GLASS

ENORMOUS STOCKS

QUICK SHIPMENTS

WRITE NEAREST OFFICE

MONTREAL

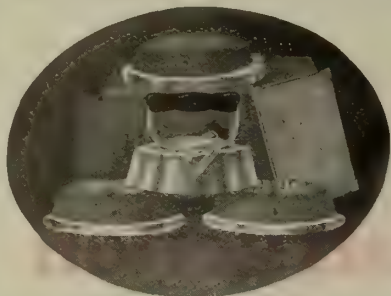
30 St. Sulpice St.

TORONTO

73-75 Wellington St. W.

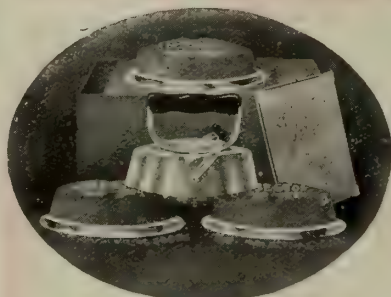
WINNIPEG

291-3 Fort St.



No. 100. Laundry Set

Preferred by discriminating ironers for polishing. Contains Hood, Stand, two double-pointed Cores and one square heel Core with rounded heel for polishing.



No. 70. Laundry Set

A staple with 75 per cent. of the hardware trade. Consists of three double-pointed Cores with Hood and asbestos-covered Stand.



No. 196. Household Set

The complete ironing outfit provides the ideal iron for each requirement. Contains a pressing iron, two regular Laundry irons, a Flounce, Sleeve and small Polishing iron with two Hoods, two Stands and a Waxer.

Dependability

The best friend is the friend upon whom you can depend.

The most successful merchant is the one upon whom the buyer can depend.

The safest goods to handle are dependable goods.

Be careful, Mr. Dealer, that the article you recommend will do what you vouch for it. The only way you can get your customers to depend on your word is by endorsing only high-standard goods which are honestly guaranteed by the makers.

Such goods are

ASBESTOS SAD IRONS AN IRON FOR EVERY PURPOSE

You can depend upon these goods to make good every claim put forth by the makers.

You can depend upon the profits which Asbestos Sad Irons pay you. Standard value at a standard price—that is the key-note of the Asbestos policy.

The amount of business you can do with Asbestos Sad Irons depends upon whether you handle the complete line and how much attention you give it.

Write for information about the "six big sellers."

Get acquainted with our Dealers' Aid Department and ask for selling helps.

The
Dover Manufacturing Co.
Canal Dover, Ohio, U.S.A.



The ECONOMY

All stove dealers who have seen this stove have pronounced it to be the best in its class.

REASONS WHY

The design is clear, neat and attractive. It has an ideal fire box, fitted with heavy cast iron linings and heavy duplex grates.

It has a drop oven door, the frame of which is nickelled as well as the medallion on the oven door.

It has a cast iron reservoir end, which gives it a finished appearance.

It is fitted with either a galvanized or copper reservoir as desired.

This stove shows more class, and has more special features and selling points than any other stove in its line.

SPECIALS

We also furnish it with a cast iron hearth with bracket, and nickel band on the top.

PRICES

The price to the trade makes it the best stove proposition which you have had for some time.

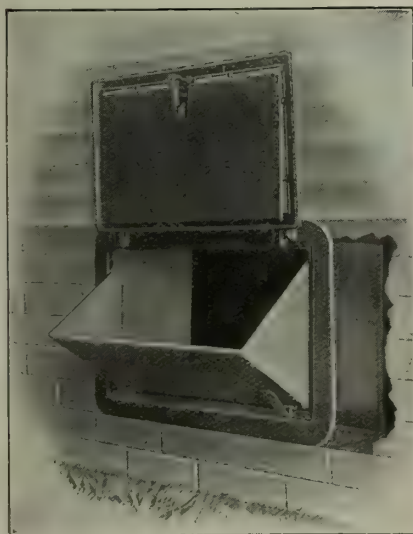
Correspondence invited, and catalogs for stoves and furnaces will be mailed upon request.

The Down Draft Furnace Co., Limited

GALT

ONTARIO

CANADA



"Model" Coal Chute, open

The Model Coal Chute

This is a new arrangement which serves the purpose of a Coal and Wood Chute and a window at the same time.

As a Coal Chute it is the neatest and best equipment that can be placed in the basement wall of any residence to avoid the trouble of broken windows, demolished window frames and disfigured walls, every time you have fuel put into your cellar. The frames and doors are made of heavy iron and the body and hopper are made of heavy steel. The hopper is removable, and when extra large pieces of wood or coal are to be put into the cellar this can be removed.

When the door is opened it locks itself, and thereby protects the wall above the chute when putting in fuel. When the door is closed it locks itself, and is positively burglar proof.

As a window it is fitted with a composition called rubber glass which is unbreakable, and will not obstruct the light from entering into the cellar.

THE MAJESTIC COAL CHUTE

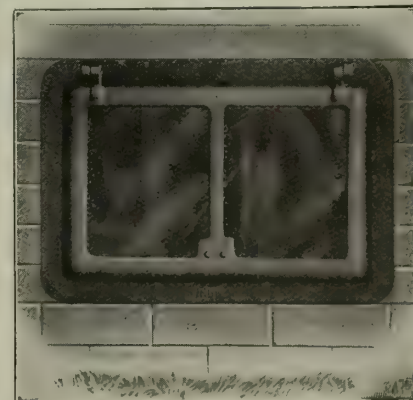
The "Majestic" is practically the same as the "Model" only that it is fitted with a solid cast iron door instead of the rubber glass.

The Down Draft Furnace Co., Limited

Write for
Descriptive Booklet.

GALT, ONTARIO, CANADA

Representatives Wanted
Everywhere.



"Model" Coal Chute, closed.

A Necessity in Every Household!

A good washer is a labor-saving machine that every housewife wants, and there's no line of genuine satisfaction-givers on the market to equal **CONNOR'S**.

**A
Quality
Trio**

We illustrate our three leading lines, which will be found rapid sellers and very profitable to handle.

Send for
Illustrated
Catalogues
and Prices.



Cut on Left shows our
**"WINNER" ROTARY
WASHER—Style 2**

Write for details to-day

**J. H. CONNOR
& SON, Limited
OTTAWA**



Above Cut shows our
HIGH-SPEED WASHER

Below is Cut of our
**BALL-BEARING
WASHER**

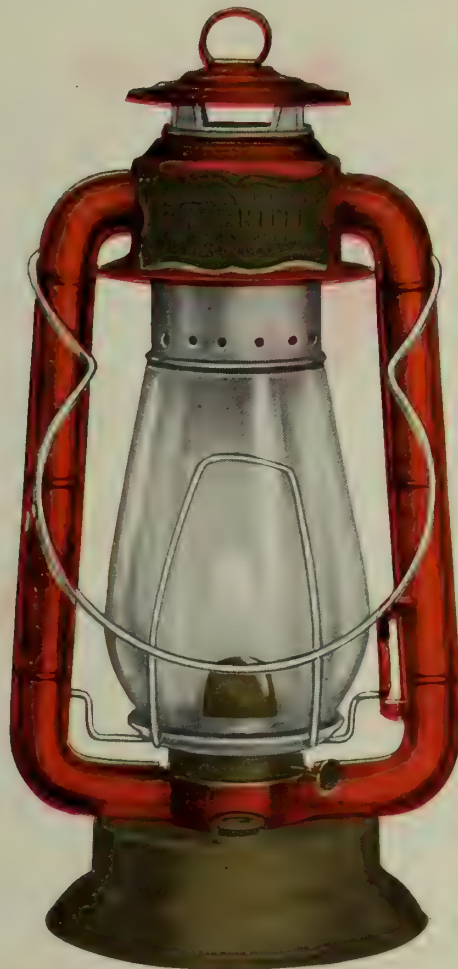



E. B. HORSMAN & SON, VANCOUVER, B.C., Agents for British Columbia.
MERRICK, ANDERSON CO., WINNIPEG, MAN., Agents for North West Territories.

Kemp's Cold Blast Lantern 1910 Pattern

STANDARD size for kerosene. Can be filled, lighted, regulated and extinguished without removing the globe. This is our leading lantern. The simple lever or crank, on the side tube, raises the globe to light and locks the globe down to the burner. Fount holds sufficient oil to burn nineteen hours.

See Our New Tubes



All Lanterns fitted with new Extinguishing Device. See hole in side of tube. 

 Note new Side Lift.

Supplied in
Plain Tin,
Japanned, with
Lacquered or
Brass Founts

Fitted with
No. 2 Burner,
One Inch Wick,
No. 2 Globe

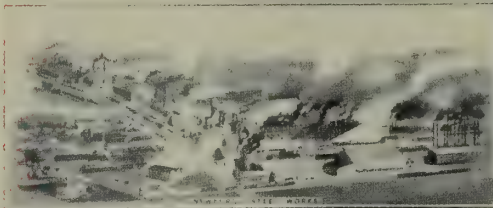
Price List and Discount Sheet Furnished on Application

KEMP MANUFACTURING CO.

TORONTO, CANADA

The Kemp Mfg. & Metal Co., Ltd.
111 Lombard St., Winnipeg, Man.

The Kemp Mfg. Co. of Montreal
39 St. Antoine St., Montreal, Que.



WHERE STEEL AND WIRE IS MADE

These mills form the largest and most complete group of manufacturing plants in the world, where natural born talent and technical skill has merited a reputation for quality and worth second to none.

United States Steel Products Export Co., Montreal, Que.

IN A NUTSHELL

If It's Steel or Wire

We Want Your Enquiries

We manufacture steel and wire of every kind, also over one thousand commodities embracing nearly all the requirements of the steel trade.

Our mills are the oldest and best known. Our materials are made from the best steel for the purpose, by experienced workmen, on the newest improved machinery, which in itself is a guarantee of a uniform base of supply.

We respectfully solicit your enquiries.

United States Steel Products Export Co.
Montreal, Que.

Handy around any House, Store or Farm

For odd jobs there's nothing will prove so handy in a hundred ways, and at the same time keep the boys amused, as

"BUSTER BROWN"

CHILDREN'S EXPRESS WAGONS

They're built to stand any old kind of racket, and have proved abnormally successful sellers throughout the Dominion.

Made in four sizes, with Runner Attachment. Cut illustrates our No. 2, finished as illustrated.

Prices and Terms on Application

The Woodstock Wagon & Mfg. Co.
WOODSTOCK - ONT. Ltd.

Western Representatives—

Jas. Stewart Mfg. Co., Ltd.
Winnipeg, Man.



Made in Canada



High Grade Cutlery, Electro-Plate and Solid Nickel-Silver Flatware



that is fast becoming one of the most popular and profitable lines in Canadian Hardware stores.



No. 949

This knife is made from a special high carbon Sheffield steel, and cannot be surpassed in any respect.

We guarantee it to hold its edge in every day use.

It is handled with the best English Celluloid, which is warranted secure.



The McGlashan, Clarke Co., Limited

Niagara Falls, Canada



The Unrivalled Frame.
Hobbies Own Make.

PATENT LEVER

Hobbies
TRADE MARK.

MR. CHARLES R. BLOXAM

Colonial Representative of

HOBBIES, LIMITED

DEREHAM (Eng.)

will leave England on March 18th and make an extended tour from Halifax to Edmonton.

Mr. Bloxam will carry samples of all the lines that have made "HOBBIES" FAMOUS THROUGHOUT THE WORLD, consisting of every requisite for THE AMATEUR CRAFTSMAN, FRETWORK OUTFITS, FRETSAWS and ACCESSORIES, OUTFITS and TOOLS for all Pastimes and Hobbies, all of which are of attractive appearance and of GUARANTEED QUALITY.

EVERY HARDWAREMAN should make a point of fixing up an appointment with our Mr. Bloxam. His samples are sure to interest you and carry great possibilities of good Profit.

Let Him Show You What
the Old Country is Doing.

The TRADE BOOM is upon us, secure your share of prosperity through the Amateur Craftsmen, who will always buy goods that will bear our trade-mark, which is their guarantee of quality.

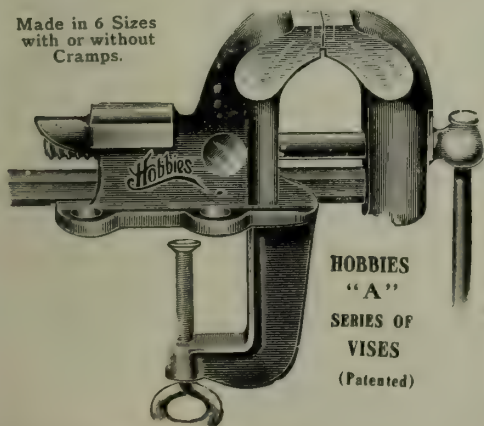
Mr. Bloxam will call at Head Post Offices in all large cities en route and communications will be forwarded to him direct if addressed to:—

MR. CHARLES R. BLOXAM

c/o MacLean Publishing Co., Limited
10 Front St. East, Toronto

Mr. Charles R. Bloxam,
Representative of
Hobbies, Limited, Dereham, Eng.

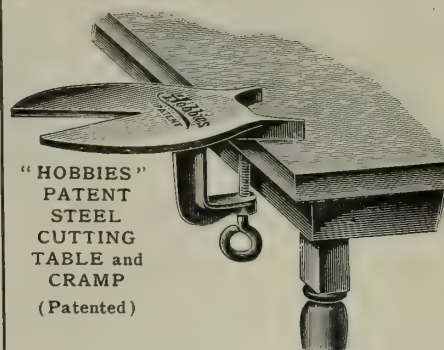
Made in 6 Sizes
with or without
Cramps.



HOBBIES
"A"
SERIES OF
VISES
(Patented)

We shall be pleased
to mail direct, Catalog
and Full Trade Terms
on receipt of post card.

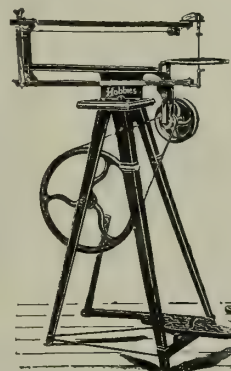
Hobbies, Limited
Pastime Specialists
DEREHAM,
England



"HOBBIES"
PATENT
STEEL
CUTTING
TABLE and
CRAMP
(Patented)

HOBBIES, LIMITED, are the ONLY
BRITISH Manufacturers of Fretsaw
Blades.

Their Saw Blades are described "The
Acme of Perfection" and have an enormous sale.



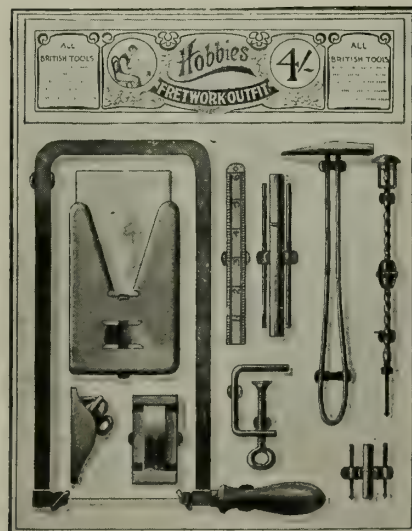
HOBBIES FAMOUS
A.1. TREADLE
JIG-SAW.

Thousands of these machines are sold annually.

HOBBIES
LIMITED
also
Manufacture
"The Young
Briton"
"The Briton"
"The Royal"
"The Imperial"
"The Suffolk"
"The Norfolk"
Treadle
Jig Saws
"The
Companion"
"The Hobbies"
Lathe and
Jig Saw
"The Hobbies
Registered"
Gap Lathe.
Treadle Circular
Saws and
Grindstones.

Hobbies All-British Fretwork Outfits
are exported to every part of the world.

Carded (as illustrated) 8 sizes
Panel Outfits - - - 3 sizes
Boxed Outfits - - - 3 sizes





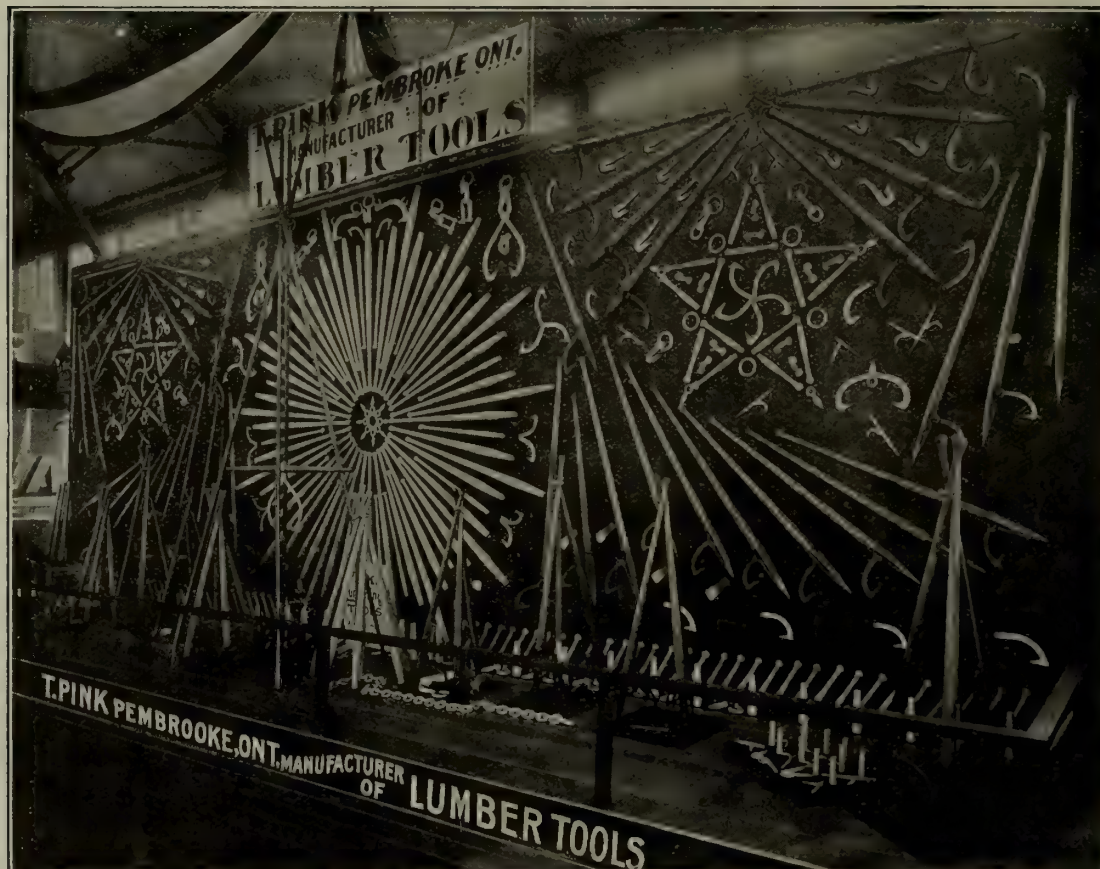
The "Railroad Special" Wrench

The strongest Wrench made, barring none, because the head and bar is drop forged in one piece from open hearth steel.

The screw and jaw are deeply threaded. Fitted with the "W. & B." indestructible iron handle. Every wrench case hardened and highly finished. Built for service and used by the largest railroad systems in the world because it saves them money.

Write for catalogue and prices.

The WHITMAN & BARNES MFG. CO.
ST. CATHARINES, - ONTARIO



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
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tools.

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Sections, Guard Plates
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THE WHITE MOP WRINGER COMPANY

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Satisfaction Guaranteed

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Why? Because easiest to oper-
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Fultonville, N.Y.

Manufacturers
of Mop
Wringers
exclusively



This
Trade Mark
Insures
Genuineness
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BEST SELLER of the season

"DAISY"



Indoor
Sanitary
Earth
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All Metal

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The Daisy is all Metal except
the hardwood seat. No odors
can permeate it. Easily set up
and sanitary.

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72 King St. East, - Toronto

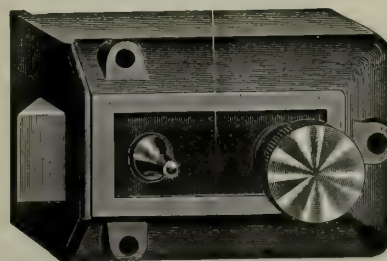
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We can supply you with a full
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OUR GOODS JUST HIT THE PUBLIC TASTE

**The Peterborough Lock
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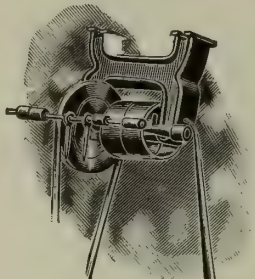
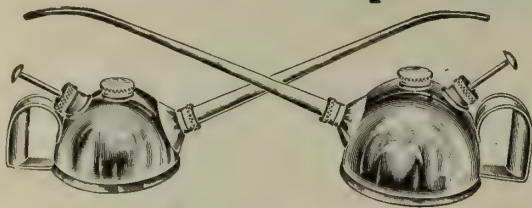
Peterborough, Ontario



Cylinder Night Latch, No. 103

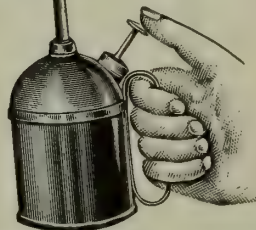
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For sale by
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A slight pressure
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pumps the oil to
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A Cure for all Breechy Horses and Cows is

Pearson's Patent Poke No. 2

It is the best poke on the
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Among them are:

Will not slip off
Does not wear the mane
Is easily adjusted
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Will prevent running in field
Allows animals to lie down and
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Brooms of Quality

FOR USE IN THE

Home, Factory, Mill, Warehouse, Steamboat

Our **NEW LINE—Corn, Cane, Cable—**
is a good one for **Heavy Work.**

White Wood Bowls are scarce

We have them in all sizes from
11 in. to 23 in. **Order Now.**

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BIG BANNER

—FREE—
To Fishing Tackle Dealers

The banner is 30x48 inches in dimensions, made of heavy weather-proof canvas with rings in corners for securely tying, in three colors.

- A—Red background with white letters.
B—Blue background with white letters.
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We will mail it free to any fishing tackle dealer who will use it. State which color you want. It makes a splendid lasting outdoor or indoor display sign. It helps to attract to your store the regular trade for "BRISTOL" Rods, and all of the others who are becoming interested in fishing and in "Bristol" Rods through our double-page advertisements in the sporting journals and our big advertising schedules in the general magazines.

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TO ANY MERCHANT: If you don't already handle "BRISTOL" Rods but would like to make money by supplying the demand which we are creating, write immediately and we will tell you all about our proposition.

—Cut out this coupon and mail at once—
To The Horton Mfg. Co., Bristol, Conn. H. & M.
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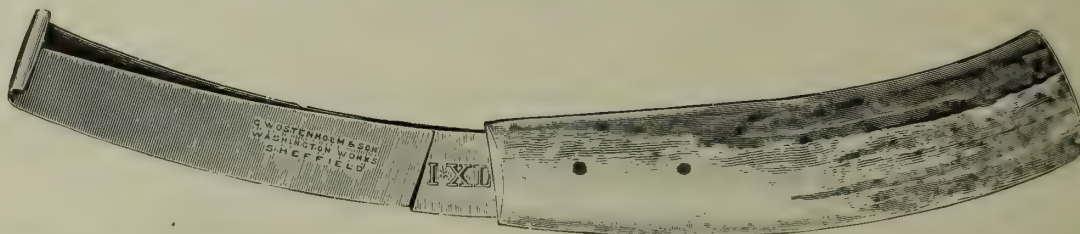
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Hand forged, bone handle, 3½ inch blade.
From ½ to ¾ inches wide.

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CONTROLLED BY NATURAL LAW, hence NATURE'S perfect co-operation. Simple and inexpensive. Write to-day for particulars. You can make a good profit for yourself and promote the welfare of your community by looking into this system. Pleasure to send particulars. Sole Licensees and Manufacturers for Canada.

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Is a Monument to Seventy Years of Progress

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Every notable improvement in saw-making originated in the Disston establishment. From steel making to finished product, the best brains of the country have contributed, in every detail their share.

No other saw is just like a DISSTON. No other saw is so well thought of. No other saws, files and tools so well deserve that public patronage and trade confidence which constitute an impregnable monument to seventy years of established progress.

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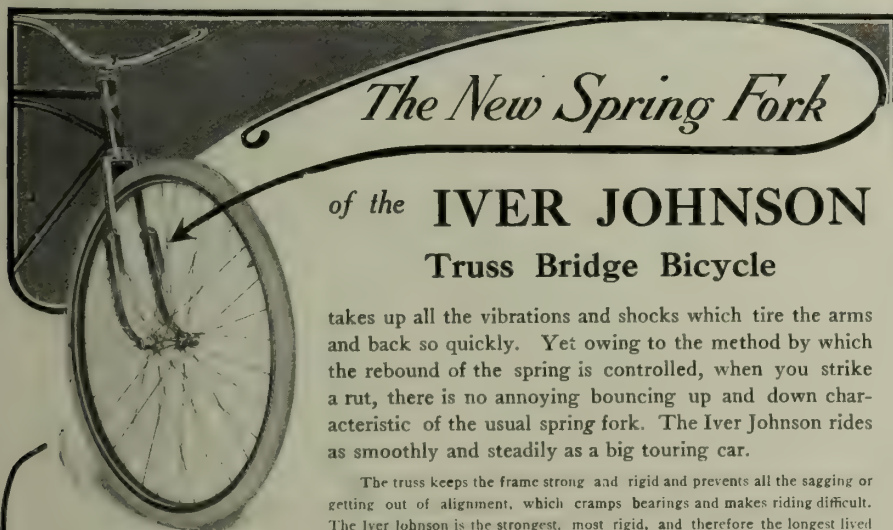
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Keystone Saw, Tool, Steel & File Works,

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PHILADELPHIA, U.S.A.



The New Spring Fork

of the **IVER JOHNSON**
Truss Bridge Bicycle

takes up all the vibrations and shocks which tire the arms and back so quickly. Yet owing to the method by which the rebound of the spring is controlled, when you strike a rut, there is no annoying bouncing up and down characteristic of the usual spring fork. The Iver Johnson rides as smoothly and steadily as a big touring car.

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Trust the Truss.

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MAXWELL WASH-DAY FAVORITES

The Maxwell Line of washing machines, wringers and mangles has two advantages most important to you—it is complete and popular.

Our New "Champion High Speed" Washer

has made a big hit with the public. Combining the advantages of the "Puritan" with a wonderfully easy and smooth-running "momentum" drive, it easily leads all hand-operated washing machines.

"Puritan," the Old Favorite

has a tremendously strong hold on the Canadian trade. So many "Puritan" Washers are giving thorough satisfaction every wash-day that there is a steady demand from those who want the machine their neighbors like so well.

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is the ideal machine for those who have waterworks connections in their houses. Its simplicity of operation, the low pressure required, its strength and durability, and the fact that it takes all the work out of wash day, make it a great seller in towns and cities.

The "Blue Belle" Washer

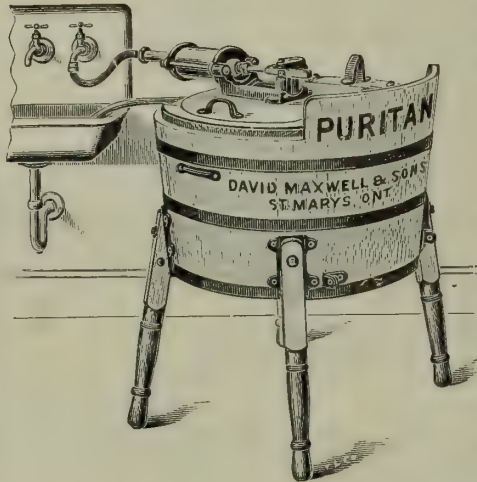
is a splendid machine of the rubbing type. The upper board revolves in one direction, while the tub turns the opposite way, making it very fast. Besides, it's very easy running.

The "Blue Belle" Wringer

has no equal either among Canadian made or imported machines. Covered cog wheels, ball bearings, swivel tub attachment, and, most important of all, solid rubber rolls, guaranteed for 5 years, make the "Blue Belle" the most satisfactory wringer you can sell.

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made in sizes suitable for home use, is a great convenience and labor saver, especially in large families, boarding houses, etc. The "Royal" is unsurpassed in finish and durability.

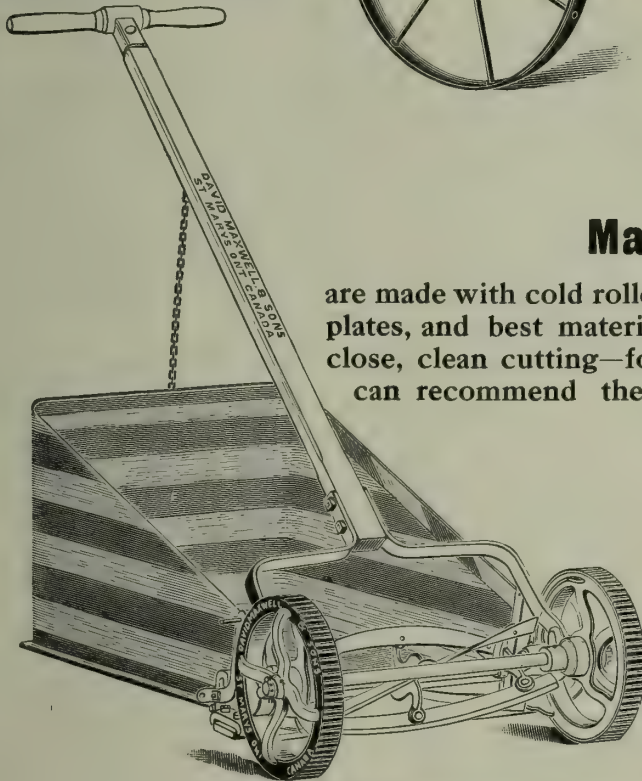
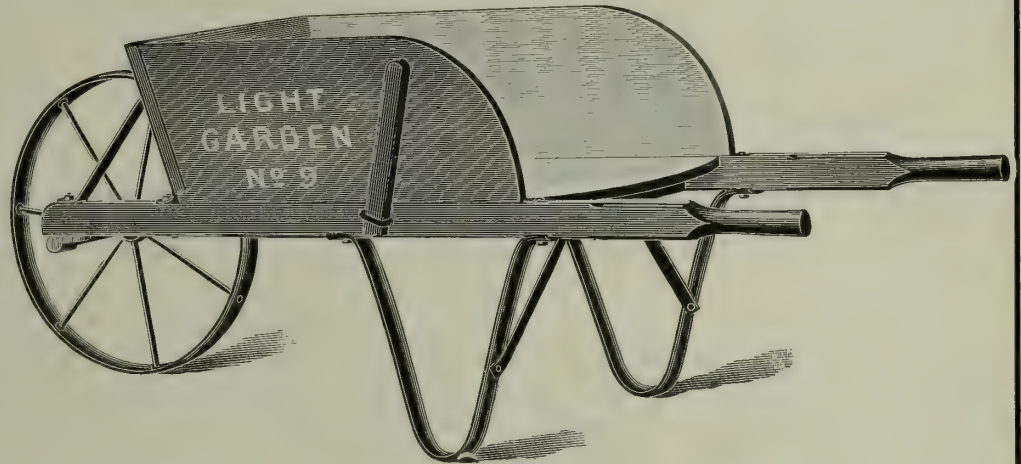


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The experience gained in designing and manufacturing high class agricultural implements gives Maxwell's a decided advantage in making the smaller machines for garden, lawn and house use.

made in nine different styles, meet every requirement of every man who uses a wheelbarrow for any purpose. They are handy, strong and durable. A good barrow to push at this season is Maxwell's No. 9 Garden Barrow—light, roomy and convenient around every home.

Maxwell Wheelbarrows



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are made with cold rolled steel shafts, crucible steel cutter knives and plates, and best material throughout. For smooth, easy running—for close, clean cutting—for long and thoroughly satisfactory service you can recommend the Maxwell Lawn Mower every time, with the assurance that your customer will be more than satisfied.

Made in sizes from 8 to 22 inches in width, with wheels 8 to 11½ inches high, with or without grass catcher attachment.

The "Favorite" Churn

turns easily, churns quickly, wears long. The angle iron base is light but very strong and rigid. The axles bolted (not screwed) to the barrel, turn on roller bearings. The combined hand and foot drive is easy and convenient. As a result more "Favorite" Churns are sold in Canada than all other makes combined.

Eight sizes, to churn from one-half to thirty gallons.

The Maxwell line of hardware specialties will please your customers, and attract trade to your store. Write for prices and full information about our Churns, Washing Machines, Lawn Mowers, Wheelbarrows and other specialties.



David Maxwell & Sons, St. Marys, Ont.

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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PRIEST'S CLIPPERS
THAT'S
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and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES
Cooking and Heating Stoves
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THE NEW PAVING
Semimosaic—Reg'd No. 316749
Beautiful Strawberry Red color, washes clean every
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Best in Canada

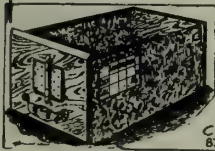
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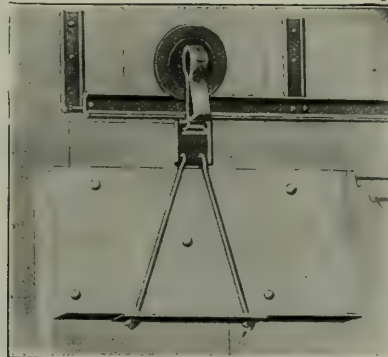
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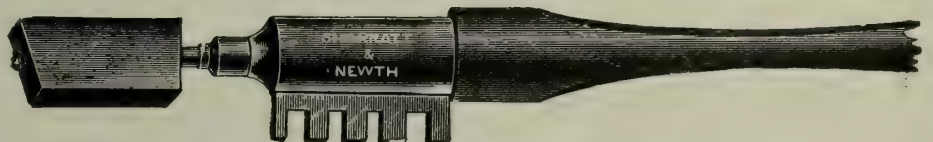


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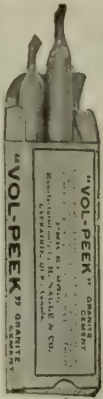
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Works: Don Speedway, also Victoria St.,

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is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

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The Simplest, Cheapest
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BY SEEING THAT THIS EXACT MARK IS ON EACH BLADE



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James Hutton & Company

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The change is in name only. Contracts, quotations, etc., will be carried out under the new name as in the old. Yours truly,

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OSHAWA - - CANADA

H. T. CARSWELL, Sec'y.-Treas.

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Show him and he will Buy

Never let a farmer get away from your store until you have shown him the

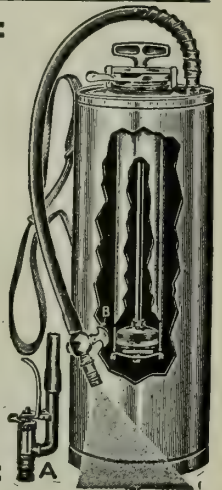
CAVERS AUTOMATIC SPRAYER

This sprayer will save its cost spraying a potato crop alone. Invaluable for destroying pests on hoe crops and fruit trees; kalsomining out-buildings, etc. Runs 6 to 10 minutes automatically. A boy can operate it. *Write for full particulars.*

CAVERS BROS.

Manufacturers,

GALT, ONT.



You Will Save Money
By Using

**"Neptune Unrivalled"
Patent Steel Fencing Wire**

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guillaume, Lahmeyerwerke-Actien-Gesellschaft
Carlswerk, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

Glues, Gelatines, Size, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England



**"POLAR STAR"
ICE CREAM FREEZER**

Absolutely pure Ice Cream made with Little Labor in 5 to 10 Minutes at a cost of from 5 to 10 cents for Ice and Salt.

Booklet of recipes for Bread, Cakes, Ice Cream, Sherbets and Frozen Puddings, with each Machine.

Quickest Acting - Most Sanitary.
Simplest - Cheapest in the World.

If your jobber cannot supply you
Write us for illustration and prices.

SMITH HARDWARE CO., LTD., MONTREAL

**-OUR-
PLATING**

**WILL SELL YOUR GOODS
IS DOING IT FOR OTHERS**

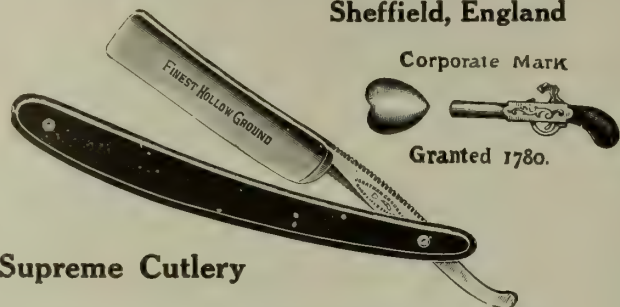
WE SPECIALIZE on stock work in plumbers' supplies and similar smallwares where finish counts.

Copper, Nickel and Silver

Send sample for our quotation.

P. L. Robertson Manufacturing Co., Limited
Milton, :: :: Ontario

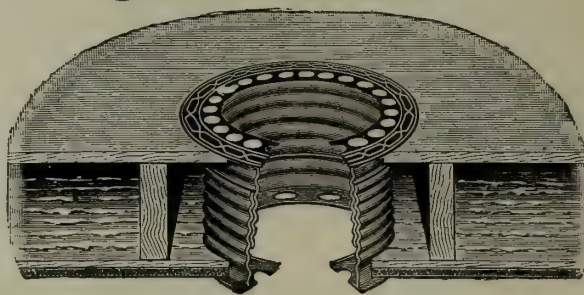
Jonathan Crookes & Son Sheffield, England



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

NUMBERS

LETTERS

SIGNS



PLATES

Get our illustrated folder descriptive of above. There's a fine trade in these lines awaiting a little energy on your part. How is your stock of Street Numbers and Letters? Our line is unsurpassed.

Write for prices.

J. E. RICHARDSON & CO., 18 Victoria St., TORONTO



Special
Display
Case

*Write
for
Price*

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent grocers, who are on the look-out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN
THE HARDWARE & METAL

INTRODUCE THIS MATERIAL TO YOUR CUSTOMERS



A Stain-Glass Substitute—Transforms Plain Windows Into Stain-Glass Windows.

A thin, translucent covering, applied to plain glass windows. Made in numerous different colors and designs. Sells quickly. Desired by everybody.

100 per cent. profit for you.

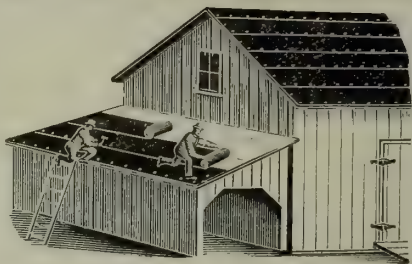
Write us for catalog, prices, sample and full information. Best season is here.

GORMAN & EAMES

Room 50, 81 New Street
NEW YORK, N.Y.

MICA Roofing

THE
ROOFING
OF
DURABILITY



FOR STEEP OR FLAT ROOFS.

It is the cheapest because it lasts the longest.

MANUFACTURED BY THE

MICA ROOFING CO.

101 Rebecca Street, - - HAMILTON, Canada

POLISH-INE CO.,

ROCHESTER, N.Y.,
U. S. A.



Manufacture Metal, and Furniture, Polish, Shoe, Harness, Carriage, and Automobile Top Dressing. A trial order will convince you we have the goods. In quality and price excelled by no other.

ECONOMY SIDE WALL REGISTER



- Q Is cast from original bronze patterns, is exceptionally well finished and attractive.
- Q Face has large area, and being convex, offers little resistance to passage of warm air currents.
- Q Face is attached to frame with one set screw.
- Q Frame has flaring base, which permits of the use of a large, unobstructed box and supply pipe.
- Q Is made in standard sizes, 7x10, 7x12, 8x13 and 10x13.
- Q It will way you to get our prices before making up your season's supply of register boxes.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

For Keen-cutting edge and quality of materials no line is "quite as good" as

HEINISCH

Trimmers, Tailors' Shears and
Tinnners' Snips

The steadily increasing sales of "Heinisch" goods is evidence of their popularity. See to your stocks!

R. HEINISCH'S SONS CO. U.S.A.
Newark, N.J.

For sale by leading
wholesale houses.

Established in 1825.



SEYMOUR SHEARS

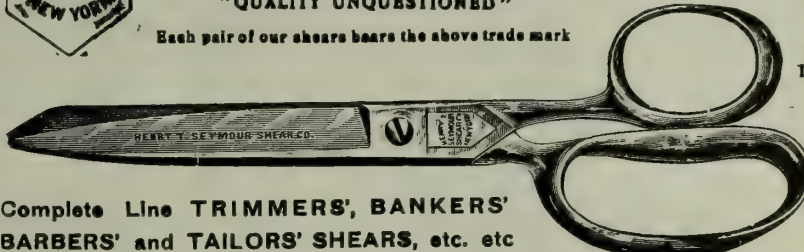
have been the Standard for over seventy year

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

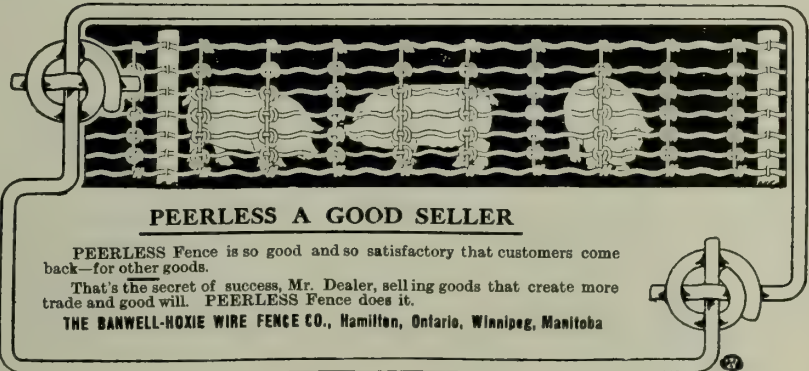


Complete Line TRIMMERS', BANKERS'
BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Latest catalogue will be sent in exchange for your business card.



PEERLESS A GOOD SELLER

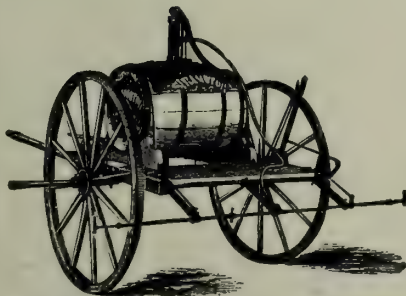
PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE



The HAND SPRAMOTOR No. 1 or No. 2 has 4 to 8 nozzles, all-brass sprayer. The wheels and nozzles are adjustable from 26 inches to 36 inches. Vertical adjustment from rack 16 inches. Automatic vertical nozzle adjustment brass spramotor. Ball valves, automatic compensating plunger. Mechanical agitator.

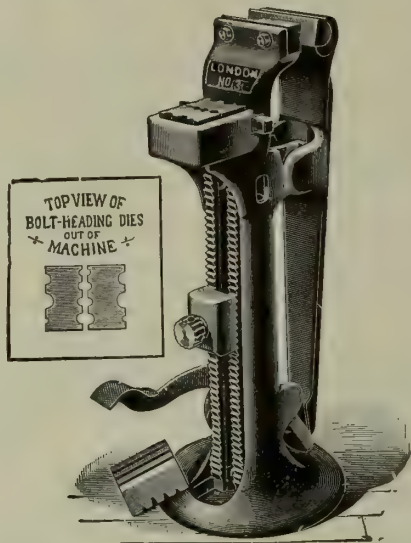
It is mounted on a cart with strong, hardwood frame. Has 52-inch wooden wheels with iron hubs and steel axles. For one horse.

Can be used for orchard, vineyard, mustard and potatoes, or for painting and whitewashing. Sold without cart as well. Guaranteed.

WRITE FOR FREE TREATISE ON CROP DISEASES. AGENTS WANTED.

R. D. HEARD, 1382 King St., London

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



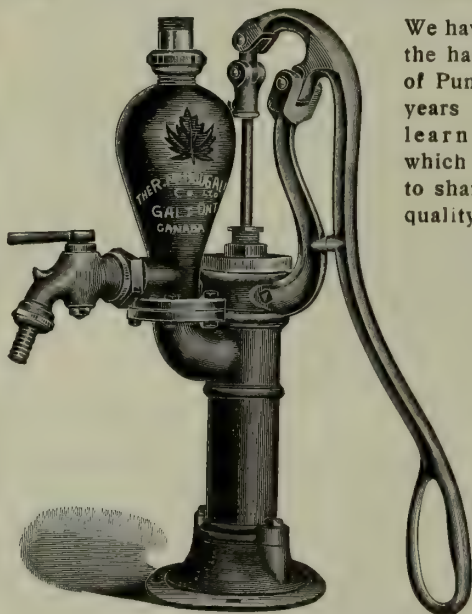
VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of
**BUILDERS' CABINETS, FANCY AND
NAVAL BRASS FOUNDRY**

Original Patentees and Manufacturers of
**Cartland Patent Helical, Climax, Adjustable,
and Reliable Door Springs**

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed



We have been making the hard-to-beat kind of Pumps for many years and are daily learning something which we are anxious to share with you in quality of our goods.

McDougall Pumps are Standard, have been and will be Standard if honest attention to detail has the usual reward.

Always remember that "Aremacdee" is a guarantee of all that is latest and best, and catalogue explains.

The R. McDOUGALL CO.
Galt, Canada LIMITED

KERR'S GLOBE AND GATE VALVES

**STRICTLY
HIGH GRADE.
TESTED &
PACKED**



**THE
KERR
ENGINE CO. LIMITED**
VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

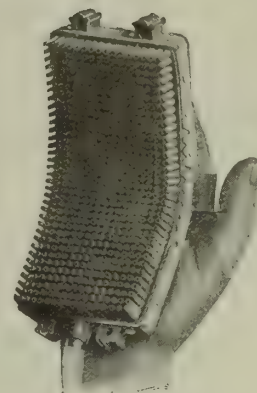
Big Spring Seller—Big Profits



250,000 Spraybrushes will be sold within next six months.
You can sell a profitable number in your territory.

The KNICKERBOCKER SPRAYBRUSH is a big Spring seller because it has many *superior* features and is well *advertised*.

Full and half-page advertisements, effectively illustrated, will appear throughout the Spring and Summer months in the biggest and best publications of national circulation. The advertising will send many purchasers to your store, and when you show them this handsome brush and explain that every purchaser gets the use of *three* brushes—the bath, shampoo and massage—for the price of *one*, they will willingly pay the reasonable price for the



Knickerbocker Spraybrush

It is easily attached to any bath-tub faucet, and has a *siphon attachment* for homes not supplied with running water

Selling Possibilities in Your Territory

When you consider the fact that thousands of homes in your territory have bath-rooms, not one of which will be *complete* until the KNICKERBOCKER SPRAYBRUSH is made part of the equipment, you will appreciate the large demand and sale which they will have in your immediate district.

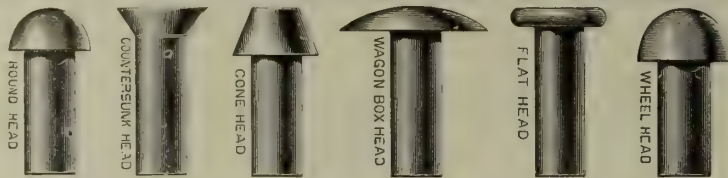
What dealer cannot sell one dozen within the first thirty days? The sale of the SPRAYBRUSH is not limited to one sex or class. Purchasers are about equally divided between men and women, and the reasonable price is within the reach of practically everyone.



Because of its *universal* use you will sell SPRAYBRUSHES to ninety per cent. of your *best* customers the first year. The SPRAYBRUSH makes the indoor bath as vigorous and healthful as a splash at the seaside. Gives all the benefits of an overhead shower, at only a fraction of the cost. *It sells—it pleases—it repeats.*

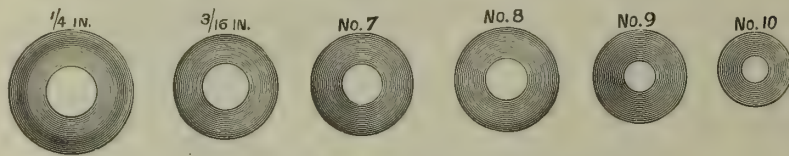
Write to-day for descriptive catalogue and attractive prices to dealers. We furnish (free) advertising and other helps to make a lively sale from the start.

The Progress Company, Rand-McNally Building Chicago, Ill.

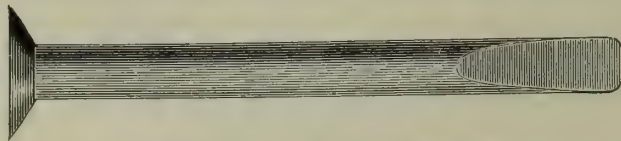


Iron and Copper Rivets

of every description. 1-2 inch diameter and smaller



Iron Burrs and Small Washers



Countersunk Clout Nails

We Manufacture

Norway Iron Rivets,
Copper and Brass Rivets,
Iron and Copper Burrs,
Tubular Rivets,
Bifurcated or Slotted Rivets
Wire Nails, Copper Boat Nails,
Escutcheon Pins, in Brass and
Steel,
Felloe Plates and Washers,
Carriage Knobs, made from
Steel.

AND OTHER HARDWARE
SPECIALTIES

The Parmenter & Bulloch Co., Limited

GANANOQUE, - ONTARIO.

BRANCHES:

MONTREAL: 32 St. Dizier St., Phone No. Main 1023

TORONTO: 76 Wellington St. W., Phone No. Main 6663



Improved Trojan Strapping
Individual hangers, 300 feet each

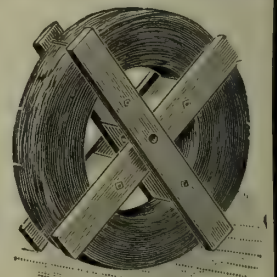


Self-Measuring Strap
3, 5, 7, 1 inch



Clutch Nails
For corners of cases, made in different sizes

Warminton's Shipping Specialties

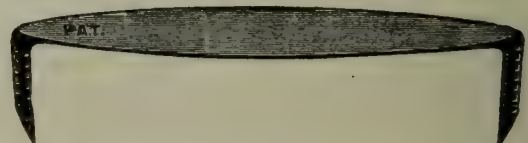


Self-Drawing Wire Strapping
On Reels of 5,000 feet each

Plain Cold
Rolled Hoop
also
Galvanized
Hoop
26, 27, 29, Gauge



Self-Drawing Strap
3 widths



My New Cement-coated Pail Hook

J. N. WARMINTON

207 ST. JAMES STREET,

MONTREAL, CANADA

You

**can
make
more
money**

by
featuring
in your
Spring
stocks
our
splendid
line of



Step Ladders and Roped Extension Ladders

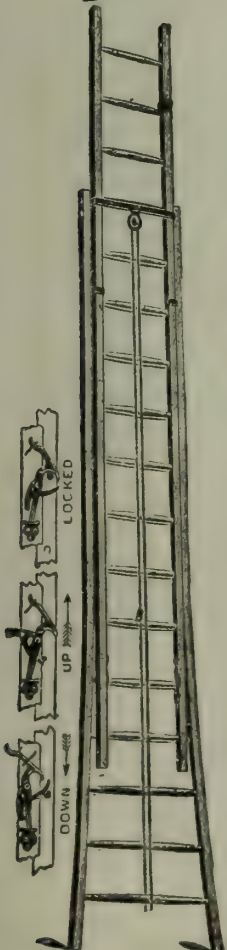
Above cut illustrates the "HERCULES" Ladder, in which each step is specially fastened and trussed. It is equipped with the "Faultless" lock, which makes it impossible for the ladder to open or close while in use. Absolutely rigid and of best quality materials.

Cut on left illustrates our ROPED EXTENSION LADDER. It has automatic hooks that lock at every round and unlock between the rounds. Can easily be converted into two ladders. Made of clear, short-leaf yellow pine and rock-elm rounds.

Send for Catalogue "B" and prices.

This is an opportunity that should not be missed.

The Stratford Mfg. Co.
Limited
STRATFORD, ONTARIO



WILLIAM ABBOTT

Manufacturers' Selling Agent and Metal Broker

334 St. James St., Montreal

"MODERN"

high speed steel, superior to any in the market.

"DUO"

a very fine quality.

"WOLFRAM"

tool steels for work on hardened material, dies, etc.

BECKER

extra for punches, taps, etc.

ROCK DRILLS

for all descriptions of rock cutting.

NICKEL STEEL

for automobile gears.

Prices on Application.

Wholesale Only.

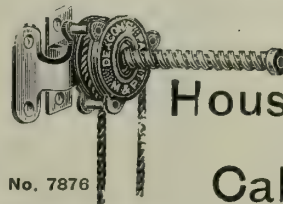
MAGNALIUM is also one of our strong sellers.

MAY & PADMORE

LIMITED

Birmingham, England

Brassfounders



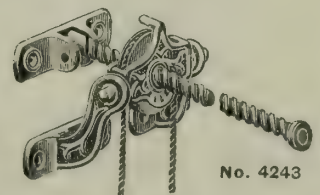
No. 7876

Deacon's Patent
Fanlight Opener

for Builders
House Furnishers
and
Cabinet Makers

Let us send you our catalogue

Specialists in
Fanlight Openers
Hinges
Socket Bolts
Lock Furniture
Door Handles



No. 4243

Preston's System Fanlight
Opener

Henry Boker's "ARROW" Brand Hardware

Every Piece is Guaranteed

LINEMAN'S PLIERS

A full assortment of all kind
of Pliers.

Insist on getting BOKER'S.



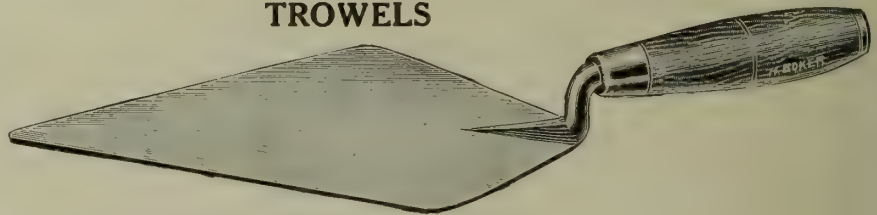
SCREWDRIVERS



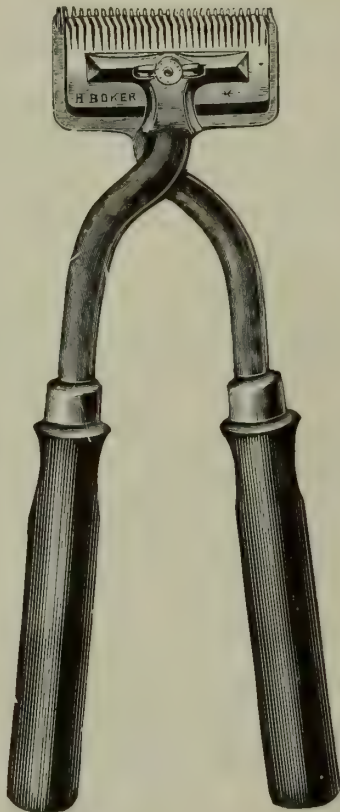
Made of best
tool steel, high-
ly polished
black handle.

Made of all descriptions.
Every one warranted the
best for its use.

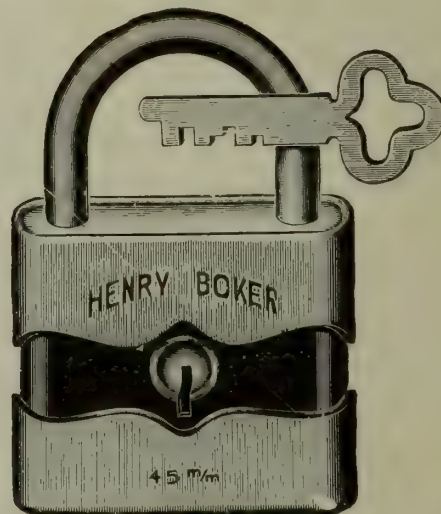
TROWELS



ECLIPSE



SAFETY AUTOMATIC PADLOCKS



Complete line of high-grade Chest, Till,
Cupboard, Desk, etc., Locks.

For Sale by all Leading Wholesale Hardware Houses.

Telegrams: "Butlers Sheffield."

Telephones: Sheffield, No. 1828; London, No. 6976 Central.

BUTLER'S Sheffield Cutlery and Plate

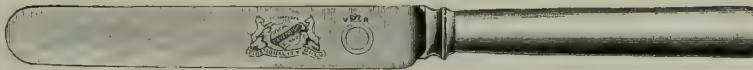
Fish Eaters and Desserts, Fish Carvers, Etc.



OLD ENGLISH



No. 28



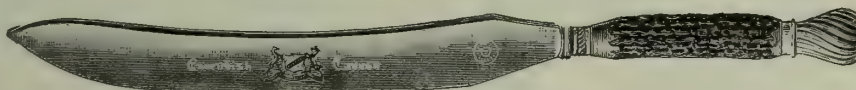
No. 30½



No. 45½



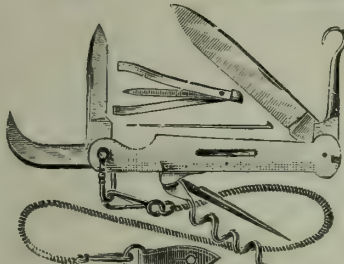
No. 2



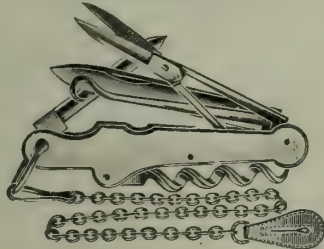
No. 50½



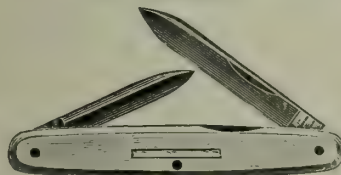
FIDDLE



The "ROYAL HUNT" (Ivory).



The "GENERAL"



"CAVENDISH" (Ivory), 2, 3, and 4 blades.
Also in Stag, Pearl and Shell.



"KEEN as is this razor's edge invisible."—
Shakespeare.
N.B.—Those only genuine showing Shake-
speare's head on blade. (Regd.)

Cabinets of Cutlery and Plate

PRESENTATION OUTFITS, Etc.

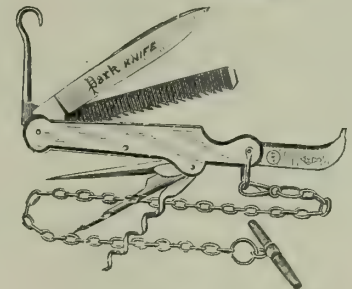
Sole Makers of the celebrated "KEEN" Razors, "CAVEN-
DISH" Brand of Table Knives, Carvers, and Plate.

HIGHEST AWARDS SPECIAL MENTION

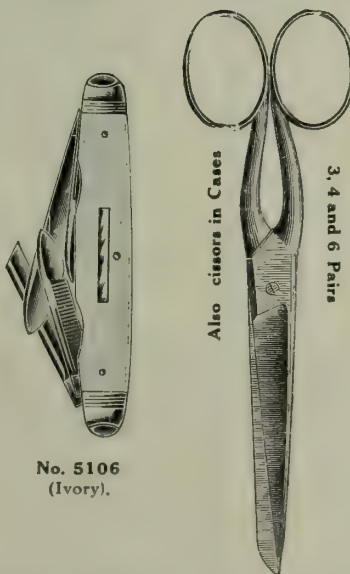
GEORGE BUTLER & CO'S

LONDON Showrooms: 62 Holborn Viaduct, E.C.
(Over Snow Hill Station)

Manufactory: Trinity Works, SHEFFIELD, Eng.



The "PARK" (Best Nickel Silver).



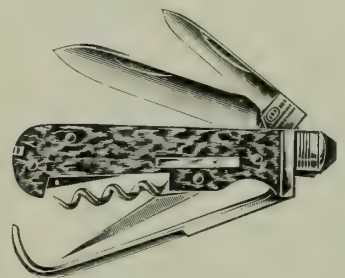
Also scissors in Cases

3, 4 and 6 Pairs

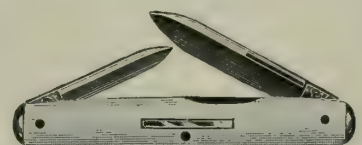
No. 5106
(Ivory).



No. 2366½
(Sterling
Silver)



No. 2048



No. 4083 (Ivory).



BEST STROP for all RAZORS
Best Calf Facings (Registered)

PRICES ON APPLICATION

Thousands of Other Patterns in Stock

SOME OF THE PRODUCTS OF OUR TOOL DEPARTMENT

Our



Guarantees
Highest-Grade
Workmanship,
Steel and
Temper.

SOLID CAST STEEL

HAMMERS, SLEDGES HATCHETS, AXES



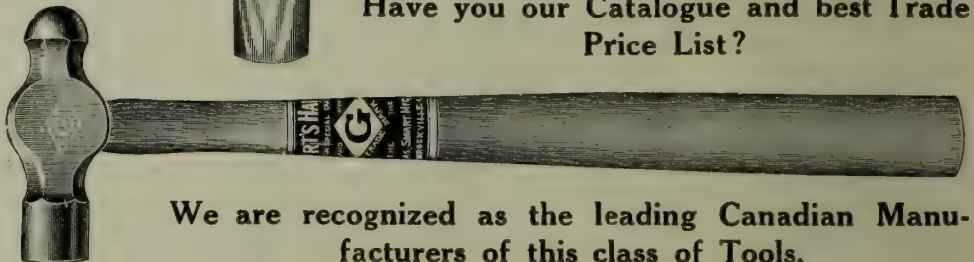
Every up-to-
date dealer
should have
these goods on
his shelves.

They are busi-
ness bringers
and business
keepers of the
first order.



Have you our Catalogue and best Trade
Price List?

Western trade supplied con-
veniently and advantageously
from our Winnipeg warehouse,
where full stocks are carried.



We are recognized as the leading Canadian Manu-
facturers of this class of Tools.

The JAMES SMART MFG. CO., Limited

Head Office and Works: BROCKVILLE, ONT.

Western Branch Office and Warehouse: 131 Bannatyne Ave. East, Winnipeg, Manitoba

ATKINS' SAWS

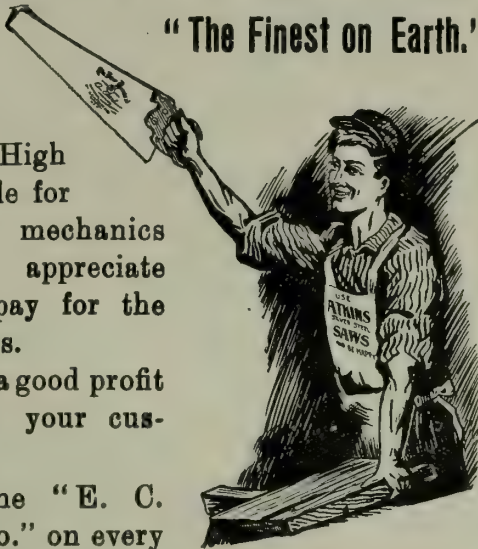
Made
in
Canada.

"The Finest on Earth."

Strictly High
Grade. Made for
the best mechanics
who want, appreciate
and will pay for the
Finest Tools.

They bring a good profit
and satisfy your cus-
tomer.

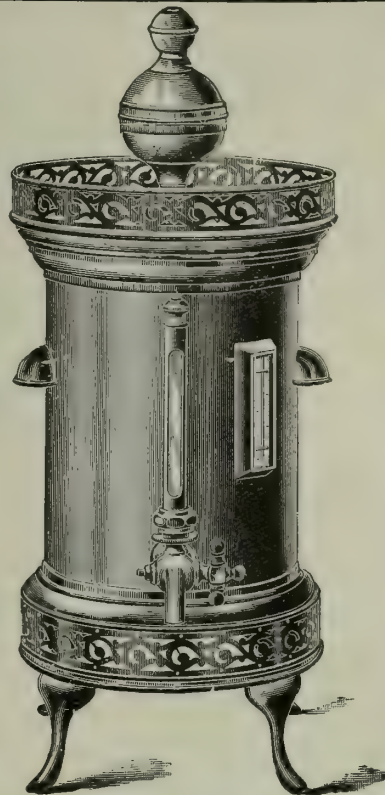
The name "E. C.
Atkins & Co." on every
blade.



E. C. ATKINS & CO., Ltd.

Hamilton, - Ont.

Home Office and Factory, Indianapolis,
Indiana, U.S.A.



Are you
handling
our fine
line of
tea and
coffee
urns?

They are leaders in
their line.

Look for the
Buffalo trademark

Get Our Catalogue
and Prices.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto

Cote, Boivin & Cie., Inc.

Wholesale Shelf and Heavy

HARDWARE

Head Office : CHICOUTIMI

Branches at Roberval and Hebertville Sta.

Phone long distance Correspondence solicited

Wood Mantels

We manufacture a superior
line of up-to-date designs

The W. A. MOORE CO., Limited

MEAFORD, Ontario

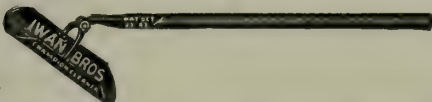
IWAN'S WIRE CONDUCTOR PIPE HANGERS will make
a neater and quicker job of your spout hanging than tin
strips.



Holds the pipe firmly on all sides,
2 to 6 inches in diameter, and made of
galvanized wire. Sample by mail.

For Tile Drain work Iwan's Adjustable
and Stationary Drain Cleaners are the
most practical and labor saving on the
market.

ASK YOUR
JOBBER
FOR THEM



IWAN BROS., Mfrs. - - South Bend, Ind.

EMERICKSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES



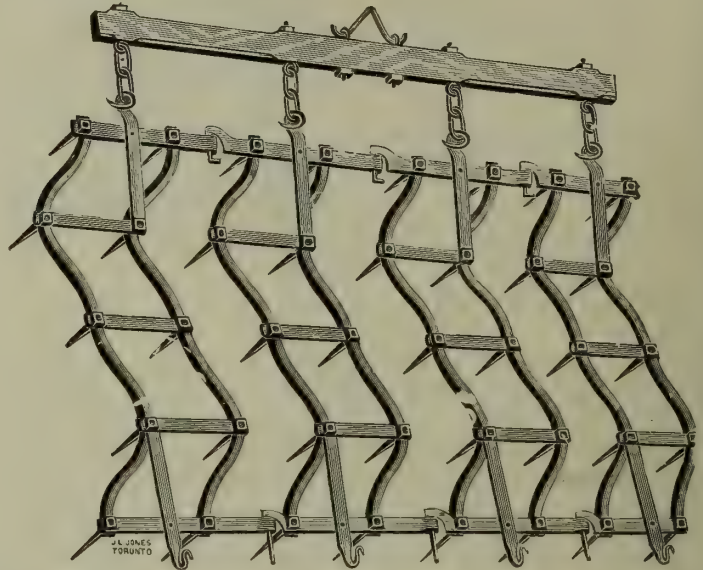
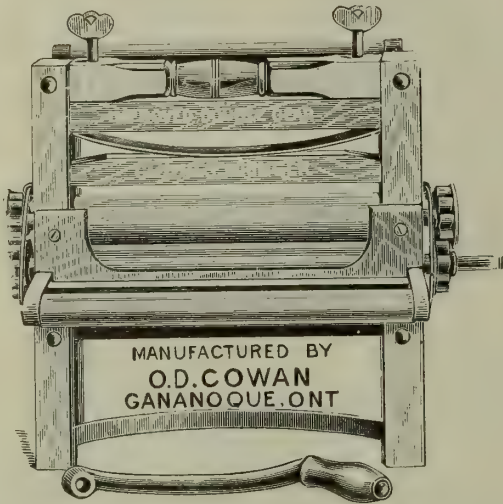
CUTLERY.

For Sale By Leading Wholesale Houses.

The Estate of O. D. Cowan

GANANOQUE, ONTARIO

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- ☞ We have been making Wringers and Harrows since 1867 and we know HOW to do it.
- ☞ We have gone under new management and are not taking any chances by turning out inferior goods. WE MAKE THE BEST ON THE MARKET.
- ☞ No combination governs our business. We run our own and will guarantee to satisfy our customers in both quality and price.
- ☞ Wringers guaranteed for one, two or three years, according to price paid.
- ☞ Harrows made in three sizes— $3/4$, $11/16$ and $9/16$. One, two, three or four sections. Fully guaranteed. Flexible, strong and light, or heavy, according to requirements.

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Why do we sell Brantford Roofing so often to cover wood shingles after they have been on but a short time? Because the new shingle roof leaks. The quality of the shingles is not what it once was. This is why the High Grade Brantford Roofing is the cheapest to buy to-day.

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Brantford Roofing contains no coal tar, paper stock, India rubber; but the the 99% pure asphalt and wood felt, made under our own tested formulas.

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BRANTFORD ROOFING CO., Limited

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MONTREAL

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WINNIPEG

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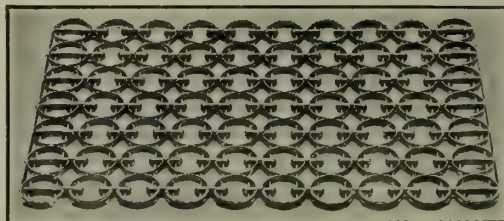
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Carp's Everlasting Flexible Steel Mats

A Scraping Surface in every direction.

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Ten Stock Sizes. Made to order in irregular sizes and Special Shapes. Also in Rolls to make any size wanted.

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(7 Kinds)

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A PAINT WHICH DEFIES COMPETITION

In Ready Mixed Paint this is Scotland's finest production. It embodies the experience of almost a hundred years, the Makers having been established in Aberdeen since the year 1818.

It has met with permanent success in every part of the Globe where it has been introduced, and is the standard of value in Australia, New Zealand, Nova Scotia and elsewhere.

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The Ware That Won Gold Medal
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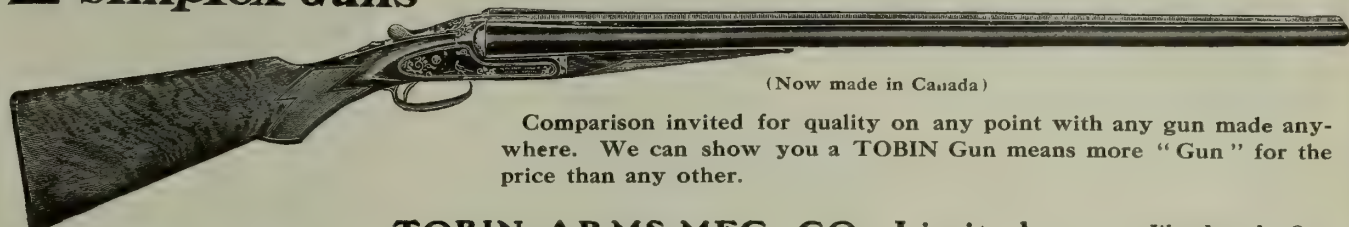
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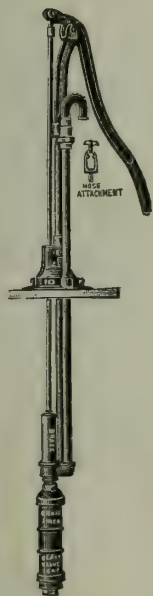
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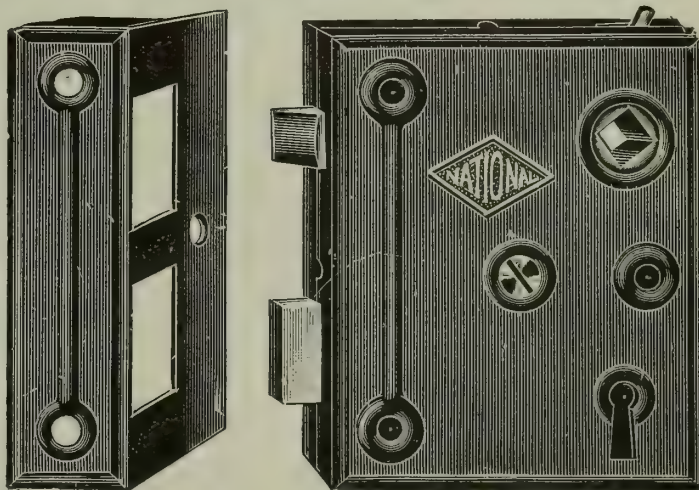
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They are best, strongest and most durable

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THEY ARE
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THEY EXCEL IN
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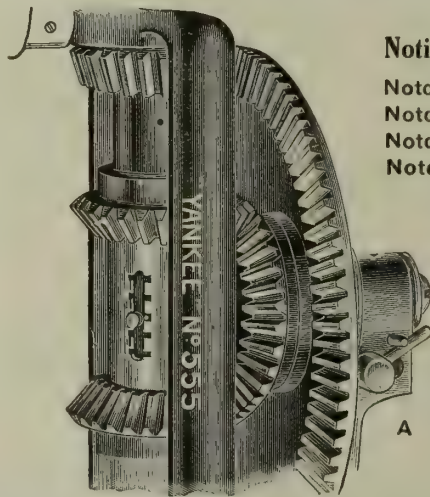
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Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

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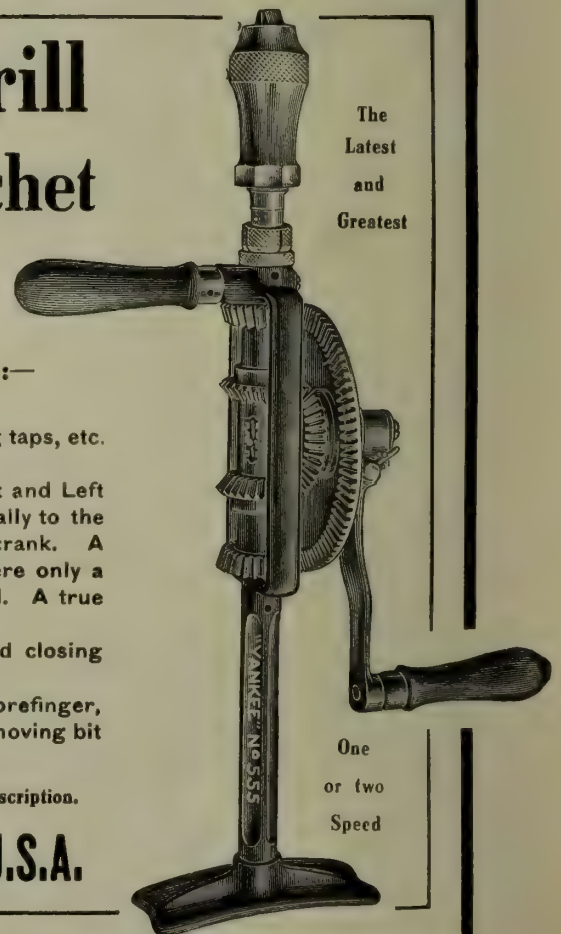


Notice the little shifter between the gears:—

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- Notch 4—An Automatic, Alternating Right and Left Hand Ratchet, the bit turning continually to the right regardless of the motion of the crank. A great advantage at close quarters where only a short throw of crank can be obtained. A true time saver.
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One
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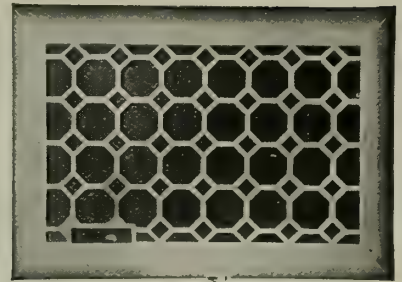
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SAVES LABOR AND MONEY

A ROOFING that has to be painted every year or two
is a constant care. Suppose you should neglect
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We wish you knew as much about Amatite as we do;
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Send to-day for a free sample to nearest office. That
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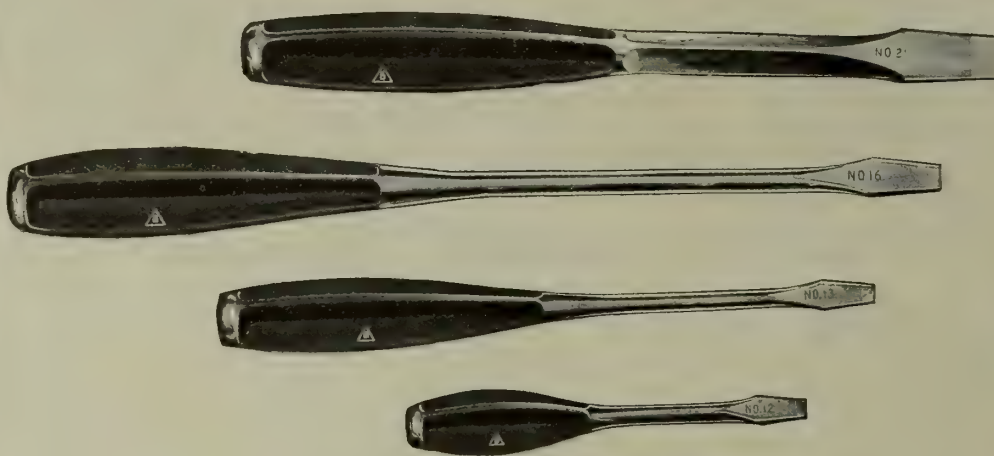
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Special DROP FORGINGS of all kinds.

SEND MODELS OR BLUE PRINTS FOR ESTIMATES.

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RUNS LIKE A BICYCLE WHEEL

Roller Bearings, Virginia White Cedar Tub,
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Saves Labor. Saves Clothes.

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Three Motions. Built like a Bridge

Frames, Locks and Catches made of non-breakable stamped steel
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NON-BREAKABLE FRAME
Sizes in Quarts

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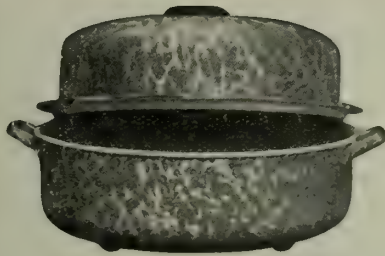
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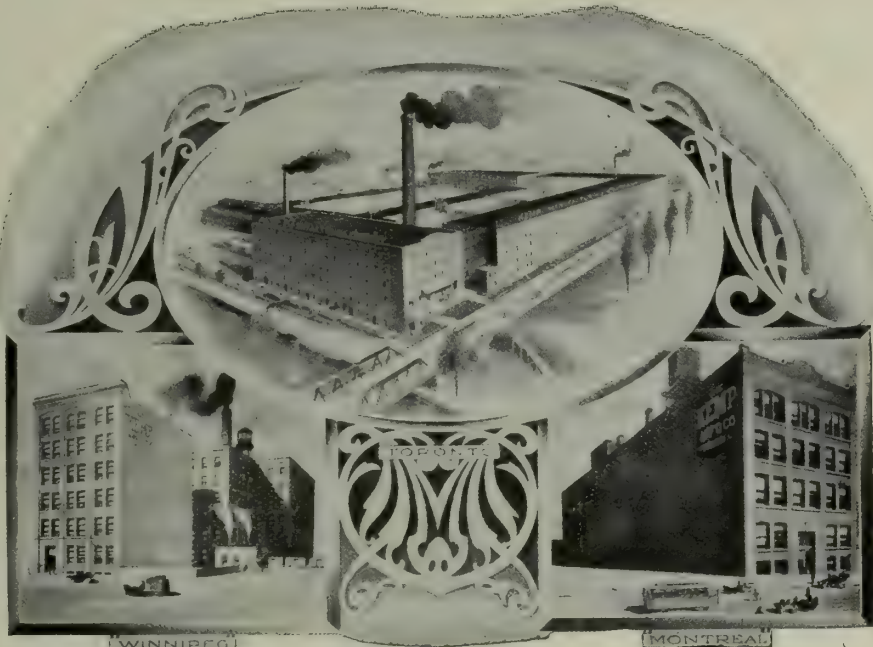
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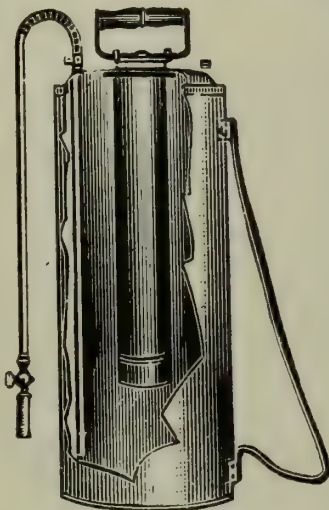
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All machine shops and railway shops should have it.

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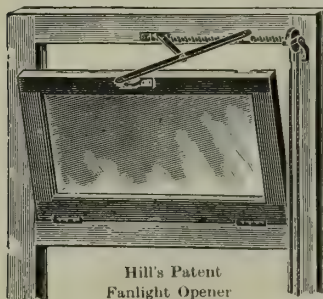


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IS IN THE
HEATING.**

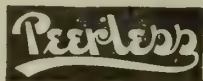
London Iron is correctly heated, and is flawless, uniform and consistent throughout.

Your Bars and Bolts mean much to you! Sell the best.

Sell London Iron

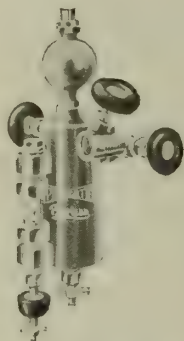
Sales Agents:
Ontario, Balnes & Peekover,
Toronto
Manitoba, Bissett & Loucks,
Winnipeg

**LONDON
ROLLING
MILL CO., LTD.**
LONDON, CAN. ®



It's easy to get the business

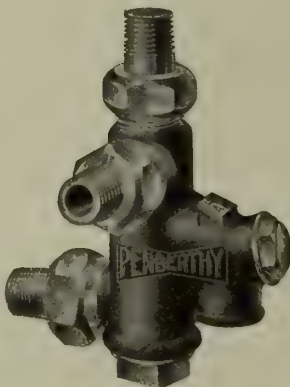
if you carry the PENBERTHY LINE. All Engineers, Threshermen and Steam Users demand them, because they always give satisfaction.



Sight Feed Lubricator
Simple in construction
Reliable in action

**Genuine
Automatic
Injector**

Has stood the test over a
Quarter Century



XL-96 Ejector

Used in cheese factories, creameries,
mines, etc., where liquids are to
be lifted or elevated.



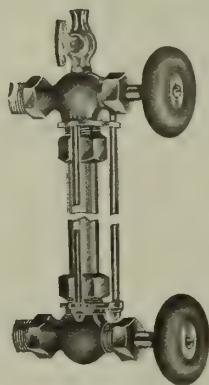
"Slide Top" Solid
Shank Oil Cup
Very substantial

EVERY HARDWARE MERCHANT
should buy the Penberthy Lines
because
they are always reliable and salable

Mail an assorted stock order to your jobber to-day



"Short Stop" Snap
Lever and Sight Feed
It fills the bill



Water Gauges
Made to stand the test



"Samson" Grease Cup
Gives a positive Feed



"Silex" Self-feeding
Grease Cups
One of our leaders



Steam Whistles
We make the best



Plain Engine Lubricator
Made from heavy
casting. Very durable.

Manufactured by

Penberthy Injector Co., Limited, Windsor, Ont.



THERE'S MONEY IN TRAPPING

You can develop the business by dressing your window as illustrated below. The entire cost of reproducing this window will approximate \$2.00



Hundreds of boys will see this display and want to trap. They can make from \$10 to \$25 a week trapping before and after school. A vast quantity of fur was caught and sold in Canada last season. Fur prices were never higher than at the present time. Be sure to write us for display cards which are furnished free, regarding the dressing of the window.

ONEIDA COMMUNITY, Ltd., Niagara Falls, Ont.



**A
Boon
to the
Housewife**

Any device that will save the housewife's toil is in big demand, and you'll find the "**MAPLE LEAF CLOTHES DRIER**" the best seller you've ever handled for this reason. Clothes are dried independent of weather, easily adjusted, quickly filled and emptied. Packs away in small compass. Hangs in hottest part of the room, next to ceiling. This drier is the very last word in up-to-date home "labour-savers" and positively sells at sight. Send for prices and terms and send to-day.

RONALD MacMASTER, Vancouver, B.C.





LUFKIN

MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bent Leather, Etc.


ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.




Peerless Freezer
Sold Everywhere
Universally Successful

Easy to grind as a watch to wind


PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Mop Wringer
takes a woman
off her knees

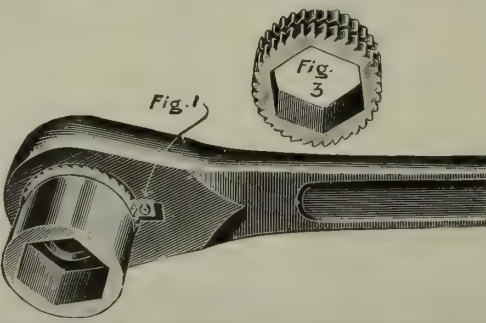
THE DANA MFG. CO., CINCINNATI, O.



**Dana
Food Chopper**

The "Schroeder" Ratchet Spanner

(MADE IN ENGLAND)



Drop forged steel frame case hardened; interchangeable machine cut steel discs; steel box spanners. No strain on spring.

Automobile, Engineering and Railroad Sets.

DOUBLE FEED RATCHET DRILL HEAD in conjunction with above. Length over all 3½ in., Feed 1½ in.

"FASTNUT" Washers, "FENODER" rust-proof elastic paint, "RAPIDAL" paint for concrete (can be used on damp surfaces).

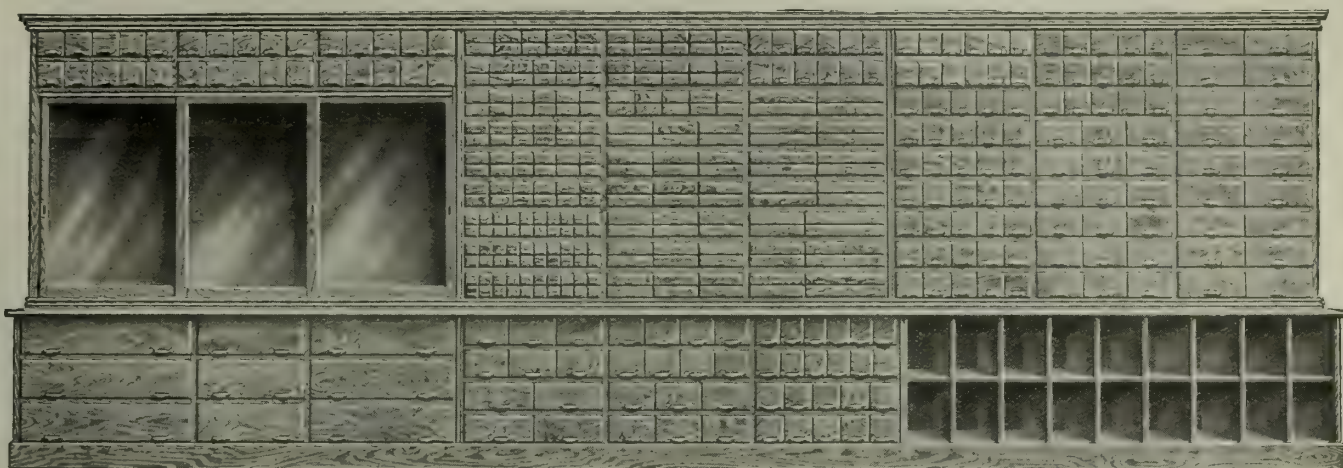
SOLOMON & SPIELMANN

22 ST. JOHN STREET, MONTREAL

Also agents for British Ever Ready Electrical Co. The Falkirk Iron Co., Ltd.

Make Your Store Attractive

Our system of shelving and shelf boxes will not only improve the appearance of your store, but will increase the efficiency of your clerks, and give your customers quicker and more satisfactory service.



There are very few customers who can describe just what they want, but if they see it sampled on a shelf box, they can point it out. Which is easier for a man to point out the article he wants or for you to untie half a dozen packages to show him what you have in stock? Your salesmen should be employed in SELLING GOODS not in looking for goods, untying packages and tying them up again.

THE BENNETT METAL HARDWARE SHELF BOX is the strongest and most durable shelf box on the market. It has been used by thousands of dealers in Canada and United States, and we have yet to hear of one dissatisfied customer. Tell us what space you have available for Shelf Boxes, and we will sketch out a plan suggesting an assortment of boxes and will give you our best price for same.

We have an attractive catalogue. A postcard will bring you one.

CAMERON & CAMPBELL, Sole Manufacturers
TORONTO, CANADA



MANUFACTURERS OF ★ STAR BRAND ★

Iron and Steel
BLOCKS for
Wire or Manila
Rope.
Heavy Wood
BLOCKS for all
kinds of work:
special



Star Chain
HOISTS,
Sewer PUMPS.
On sale by all
leading dealers.
Send for
Catalogue H.M.



Blocks

Chain Hoists

DIAPHRAGM PUMPS

Boston and Lockport Block Co.

116 Condon Street, East Boston, Mass.

Are You Selling

The successor to the old-style wheel
caster the

ONWARD Sliding Furniture Shoe?

It will not injure floor, carpet, matting
nor rug, nor wrinkle rug, on polished
floor. In a great variety of sizes. Two
kinds—Mott Metal and Glass Base. If your jobber can't supply you,
write us direct.

Montreal Representative, R. B. COULSON Vancouver Representative, E. B. BOLLERT
Winnipeg Branch Office, SCOTT BLOCK

ONWARD MANUFACTURING COMPANY
BERLIN, ONT. MENASHA, WIS.



FOR
METAL
BEDS

Pat. Feb. 9, 1909.



"SOUTHERN CROSS" BLACK SHEETS

Can be beaten into any
shape, but you **CAN'T**
beat the quality.

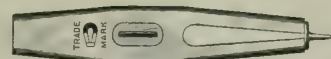
John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

ROBERTSON

"Horseshoe Magnet" Hammers

(Trade Mark)

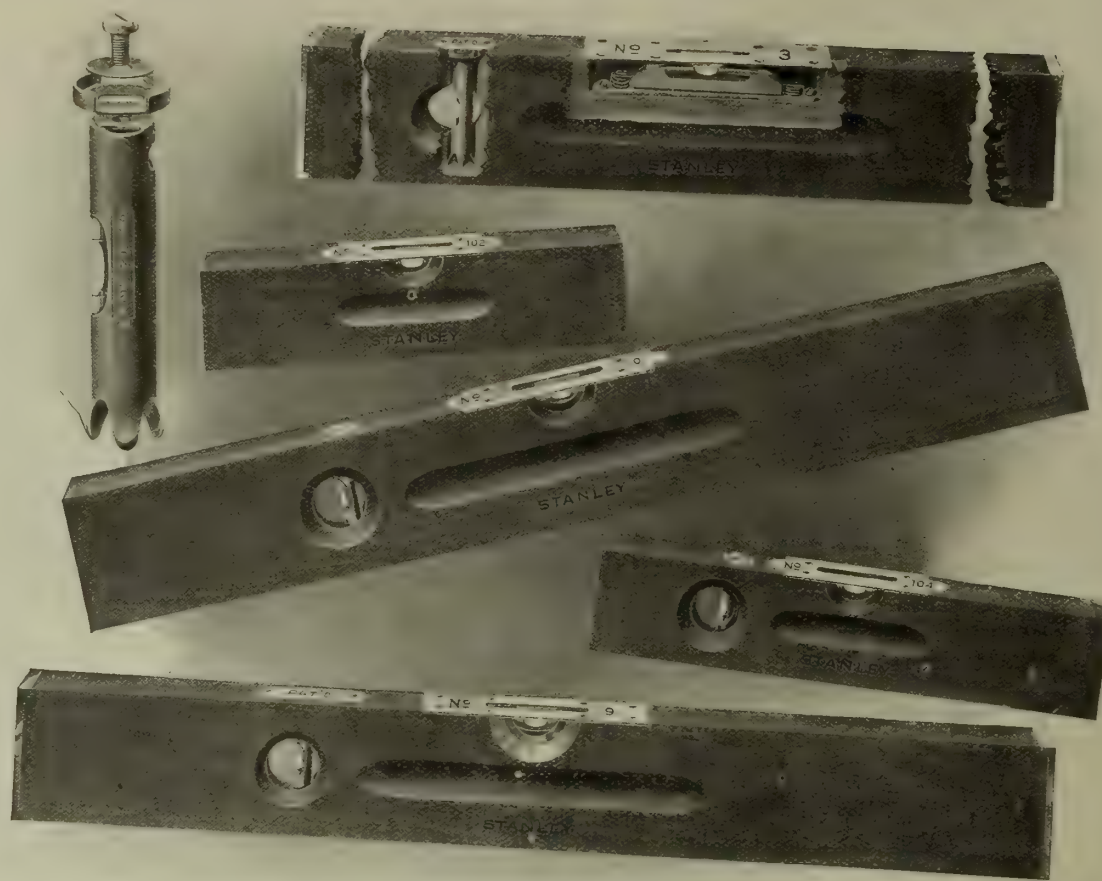


Every hammer stamped with name and trade mark.

For Bill Posters, Traveling Advertisers, Undertakers,
Upholsterers, Paper Hangers, Etc. Also Tack Hammer size
for household and general use. Forged from fine steel, warranted strong, perma-
nent magnets,

ARTHUR R. ROBERTSON

Sole Manufacturer. 144 Oliver Street, Boston, Mass.
(Owner of the Horseshoe Magnet Trade Marks)



Stanley Tools

Stanley Plumbs and Levels, both adjustable and non-adjustable, are made of thoroughly seasoned and selected stock and have many special features which appeal to the workman. Made in all styles for CARPENTERS, MASONS, PLUMBERS, MACHINISTS, MILL-WRIGHTS, Etc.

The name STANLEY appears on every tool we manufacture and is a guarantee that for quality of workmanship and material they have no equal.

We are now prepared to ship from our CANADIAN WORKS our complete line of Iron and Wood Bench Planes, Block Planes, Bit Braces, Spoke Shaves and Pocket Levels, and, as fast as practicable, to these will be added other lines of tools shown in our Catalogue.

Address all communications to:



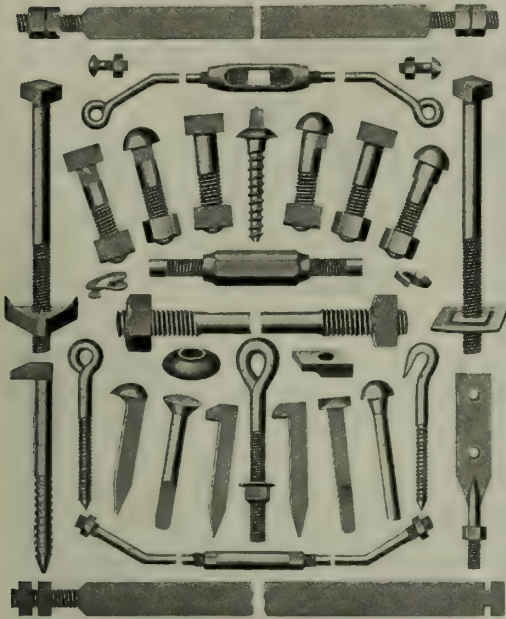
Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



Thomas William Lench, Ltd.

Excelsior Works

Blackheath, Staffordshire, England



Manufacturers of Bolts and Nuts, Railway Fastenings, Telegraph Ironwork of all kinds, Washers, Screws, Chains, etc.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. Containers

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

Mr. C. Worsnop, Managing Director of Messrs. Worsnop & Co., Ltd., of Halifax, Yorkshire, who are the largest and oldest Motor Lamp Manufacturers in Great Britain, intends visiting Canada in the Spring of 1910, and calling on the leading Wholesale Houses between the East and West Coasts. His mission will be to introduce new, and leading lines in Motor Lamps and Motor Accessories. He will also show for the first time a new domestic lamp to burn Air Gas, which gives a better light at less cost than any other known lamp.

Messrs. Worsnop are large makers of Petroleum and Acetylene for motor and domestic use, and everything appertaining to the lighting trade.

They are also makers of all kinds of Aluminum Goods.

Communication Invited.

PULL IN TRADE
AND SATISFY YOUR CUSTOMERS BY SELLING

MORRILL NAIL-PULLERS

THEY PULL NAILS TWICE AS EASY AS ANY OTHER.
DON'T BREAK, AND WILL NOT BRUISE THE HAND.

CHAS. MORRILL, 271 Broadway, New York

The "INFALLIBLE" GLAZIER'S DIAMOND
Just the Tool for inexperienced Glass Cutters

MADE BY
A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

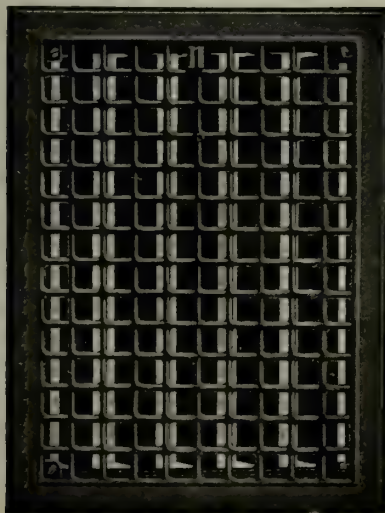
Get our 1909 Catalogue.

The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Office: NEW YORK.

Office: CHICAGO, ILL.



NOVA SCOTIA STEEL & COAL CO.

LIMITED

MANUFACTURERS OF

STEEL

OF ALL KINDS.

**Merchant Bars, Sleigh Shoe,
Toe Caulk, Sheets and Plates,
Heavy Forgings, Hammered Shafts**

Nothing required in Canada too large for us.

**Car Axles of all kinds,
Fish Plates, Angle Bars, Tie Plates,
Car Building Material of all kinds,
Railway Spikes, Track Bolts and Washers**

**Tee Rails, 12, 20, 30 and 40 lb. per yard, with Bolts and
Fastenings for same.**

Compressed Drawn Polished Shafting from $\frac{5}{8}$ " to 4"
diameter, true to size and perfectly straight, suitable for
line shafting without any additional turning or polishing.

***For Prices and Terms apply to the Company's Office,
Windsor Hotel, Montreal, or to the Head Office of
the Company, New Glasgow, Nova Scotia.***

Atkinson Brothers, Limited,



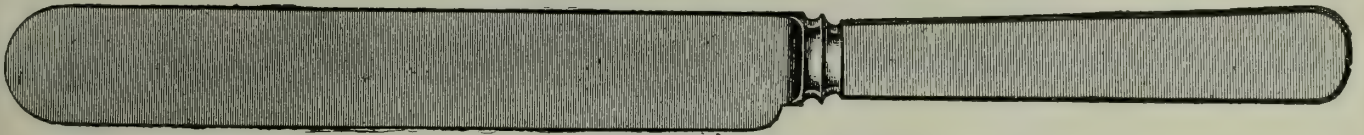
Milton Works, Sheffield,

ENGLAND

Manufacturers of all Classes of Cutlery

Samples Submitted on Application

Liberal Discounts to Wholesalers. Write for Discounts and Terms.



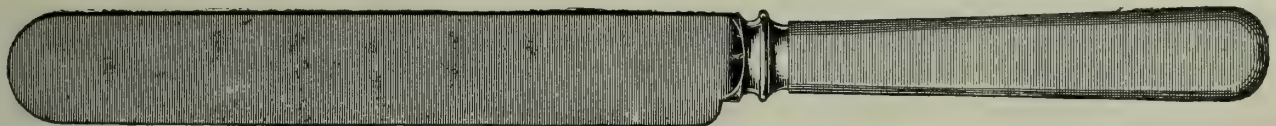
C500. 6 inch Hand-Forged Double-Shear Steel Blades. 4 inch Best Grained Celluloid Handles, balanced. Tables \$5.70 per dozen. Desserts \$4.55 per dozen. Carvers \$1.65 per pair.



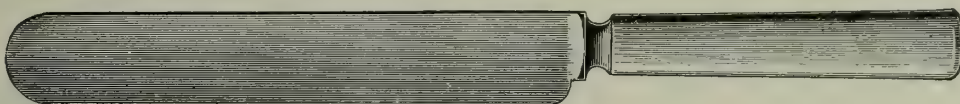
C501. 6 inch Blades, 4 inch Best Grained Celluloid Handles, balanced. Tables \$3.90 per dozen. Desserts \$2.85 per dozen. Carvers, \$1.50 per pair.
C502. 5½ inch Blades, 3½ inch Best Grained Celluloid Handles, balanced. Tables 2.85 per dozen. Desserts 2.55 per dozen. Carvers 0.95 per pair.



C503. 5¾ inch Blades, 3¾ inch Best Grained Celluloid Handles, balanced. Tables \$3.25 per dozen. Desserts \$2.80 per dozen. Carvers \$1.10 per pair.
C504. 5¾ inch Blades, 3¾ inch Plain Celluloid Handles, Special Line. Tables 28.90 gross. Desserts 23.80 gross. Carvers \$0.85 per pair.



C505. 5½ inch Blades, 3¾ inch Plain Celluloid Handles. Tables \$28.90 per gross. Desserts \$24.90 per gross. Carvers \$0.85 per pair.



C506. Solid Steel throughout, Nickel-plated Handles. Tables \$1.95 per dozen. Desserts \$1.90 per dozen.
C507. all over. Tables 2.40. Desserts 2.30



C508. 5¾ inch Blades, Ebony or Rosewood Scales. Knives \$10.90 per gross. Steel Forks \$11.25 per gross.



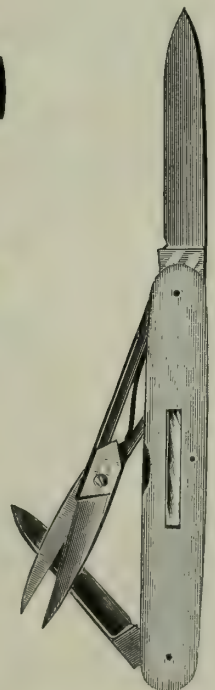
C509. 5¾ inch Blades, Ebony or Rosewood Scales. Knives \$9.80 per gross. Steel Forks \$8.50 per gross.
Cast Forks \$5.90 per gross.



C510. Finest Steel Blades, full hollow ground. Black Horn \$9.50.
Celluloid \$10.45. Ivory \$18.00 per dozen.



C512. 3¾ inch Stag, Ebony or Coco. \$2.10 per dozen.

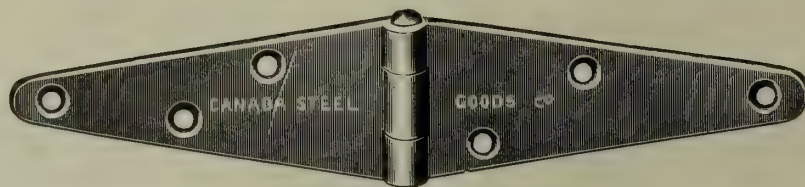


C511. 3¾ inch. Ivory \$9.40 per doz.
Pearl \$13.10 per dozen.



Registered

Butts and Hinges



Are You Getting Your Full Share of
LOCAL BUILDING TRADE—
OR IS IT GETTING AWAY FROM YOU?—

Sell CRESCENT BRAND Butts and Hinges

THE QUALITY AND PRICE SUIT THE MOST EXACTING BUILDER OR CONTRACTOR

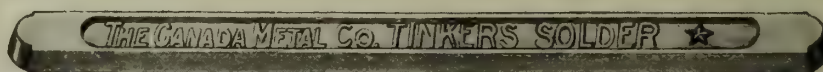
SOLD BY ALL LEADING WHOLESALE HARDWARE HOUSES

CANADA STEEL GOODS COMPANY, Ltd.
MANUFACTURERS, - HAMILTON, CANADA

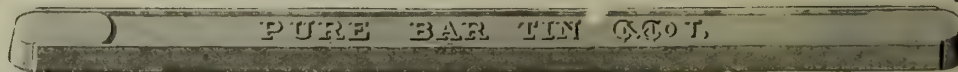


This Factory behind the Metal

Hardwaremen Stock This Line



5 bars to the pound



1 pound bars

**THESE
GOODS
BRING
REPEAT
ORDERS**



1½ pound bars



No Work too Hard for This Babbitt

A First-class Hardware Babbitt

THE CANADA METAL CO., Limited, Toronto



That is the way with our VENTILATORS, they are ON DUTY all the time.

The J. W. Harris Rotary Ventilators

work while you sleep. They keep all buildings CLEAN, WHOLESOME AND HEALTHY. ARCHITECTS AND BUILDERS everywhere specify these ventilators because they never fail.

BEWARE OF IMITATIONS

The ZEYPHR is IDEAL for chimneys and gives a refreshing change of air wherever used.

We trade all over the Dominion and have hundreds of testimonials telling us of the WONDERFUL work done by these patent devices.

Do not be talked into handling any other VENTILATOR with so-called "Just as Good" merit.

THERE IS ONLY ONE PERFECT ROTARY VENTILATOR AND THAT IS THE J. W. HARRIS. NOW is the time for this trade. PREPARE FOR THE DEMAND.

HERE ARE A FEW TESTIMONIALS

J. W. HARRIS MFG. CO., Ltd.,
MONTREAL.

CANADIAN PACIFIC RAILWAY COMPANY

Montreal, June 1, 1900.

GENTLEMEN :—I have your letter of the 21st inst., stating that we have for a couple of years used the "J. W. Harris Rotary Ventilators" on the East End Station and on Windsor Station, etc., and asking me if I would be kind enough to tell you if they have given satisfaction.

I would say in reply, that the "J. W. Harris Rotary Ventilators" at the Place Viger and Windsor Station are doing the work required of them in a highly satisfactory manner. At the Windsor Station they take so much air out that at times they have to be shut off.

Yours truly,

P. Alex. Peterson, Chief Engineer.

J. W. HARRIS MFG. CO., Ltd.,
CITY.

Montreal, June 7th, 1901.

DEAR SIR:—I have been using your "J. W. Harris Rotary Ventilators" on several houses in this city with the best results. The tenants of these houses declared that your Ventilators are of great advantage to them. I also installed two (2) 18 in. on my stable and I can say that your Ventilators cannot be surpassed by any to take out the sweating or the bad smell in any room.

Yours truly,

F. D. Monk, 58 St. Frs. Xavier St.

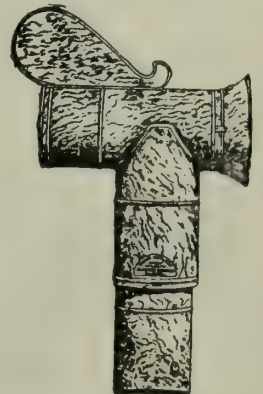
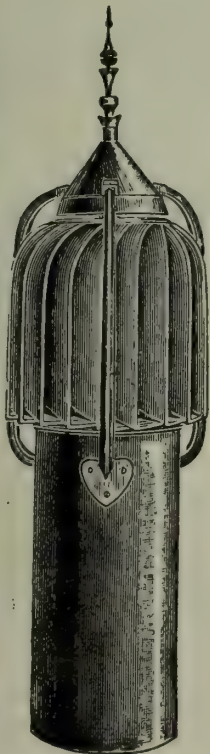
J. W. HARRIS MFG. CO., Ltd.,
CITY.

University of St. Joseph's College.
Westmoreland, N.B., Dec. 15th, 1905.

DEAR SIR:—I am enclosing cheque to cover sight draft for Ventilator. You are requesting me in your letter of the 28th ult., to let you know your opinion re "J. W. Harris Rotary Ventilator," Well! the best guarantee of satisfaction I can give you was when I ordered another this fall in addition to five we had before and which have been placed on our College for a number of years.

Yours respectfully,

A. D. CORMIER, Procurator.



Write To-day for Handsome Booklet on Ventilation. It's Free.

The J. W. Harris Mfg. Co.

CONTRACTORS

::

MONTREAL LIMITED



A pail, with water— a brush—and a pkg. of Alabastine

are all you need to transform an ordinary-looking wall into a beautiful and artistic wall which will appeal to the most refined taste. Any one can apply Alabastine. Alabastine colors are permanent—they do not rub off. They give that artistic soft, velvety effect which can be produced only by Alabastine. It hardens with age, becoming a part of the wall. Alabastine can be re-coated without removing the old coats.

CHURCH'S COLD WATER Alabastine

Alabastined walls are now the most popular. There is nothing so charming, so sanitary, so cheap. In the modern home, Wall Paper, held on by flour paste, is now tabooed. The sales of Alabastine in Canada have doubled in the last two years.

FREE STENCILS

To still further popularize Alabastine and again double its sales, we have organized a Decorative Department, and are prepared to offer FREE COLOR SCHEMES and FREE STENCILS to all users of Alabastine. Write today for particulars—our advice is FREE. Let us help you to beautify your home at moderate cost.

The Alabastine Co., Ltd., Paris, Ont.
Willow St. 8



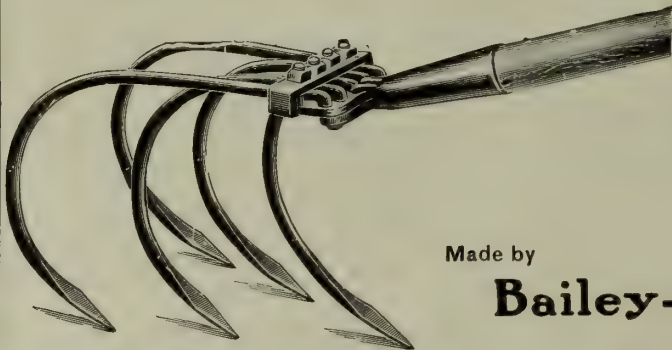
None Genuine
without little
Church on Label

We are spending thousands to in- crease dealers' sales of Alabastine

The leading publications of the Dominion contain our new series of Alabastine ads, one of which is shown here. This New Canadian Advertising Campaign is costing us a pile of money—\$10,000. This money we are spending in order to increase the dealers' sales of Alabastine. You will benefit from it especially if you use our handsome banners, show cards, etc., so as to let people know you are headquarters for Alabastine. Write us this very minute and ask us to send you, by return mail, full particulars of our trade-winning plans for increasing dealers' sales of Alabastine.

The Alabastine Company, Limited - Paris, Ont.

The "BUCO" HAND GARDEN CULTIVATOR



Made by

Bailey-Underwood Co., Limited

NEW GLASGOW, N.S.

Handle, 4½ Feet Long.
The "Buco" is undoubtedly the best and most popular garden tool of the age. It's a money-maker for the dealer because it's a money-maker for the user. The work it does is unique and it's of unique quality and workmanship. The Prongs—the vital parts—are high-grade spring steel, OIL TEMPERED and TESTED. They can be easily adjusted to make a different width of tool by simply moving top plate backward or forward. Socket and plate are malleable. Handle, best ash. Finish is attractive, in green and gold, with silvered points. The demand for the tool is growing rapidly. Don't neglect to stock it.

ELECTRIC HEATER and SAD IRON COMBINED

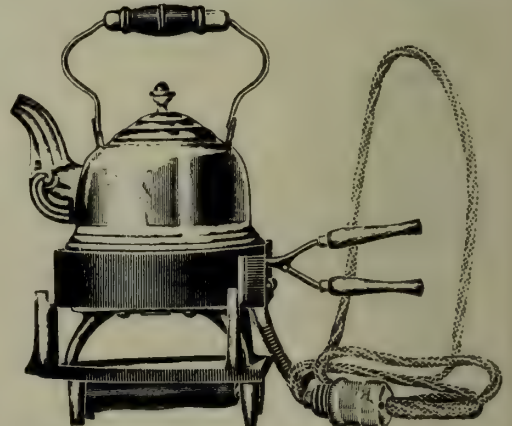
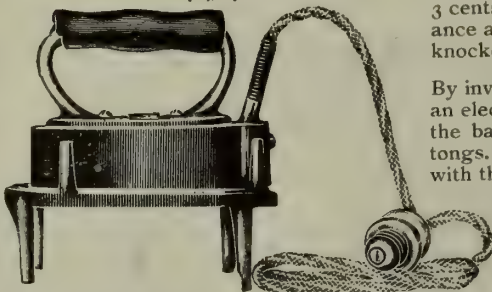
The B & M

Combination Electric Sad Iron is the simplest and most practical Electric Iron on the market. This iron is always hot; the handle always cool; power costs only 3 cents an hour; it is attractive in appearance and has no protruding parts to get knocked off.

By inverting the stand face up you have an electric heater, and there is a hole in the back of the iron for heating curling tongs. The B & M is the only Electric Iron with these extra features.

Write for Price List.

The Dominion Electric Co.,
417 Sparks St. Limited
Ottawa, - Ontario



QUALITY IS THE KEYNOTE

OF

"T & B" Registers, Ventilators and Grilles

In Cast Iron, Semi-Steel or All-Steel

Where the very best registers are required, it is usual for architects and engineers to specify

TUTTLE & BAILEY
make or equal.

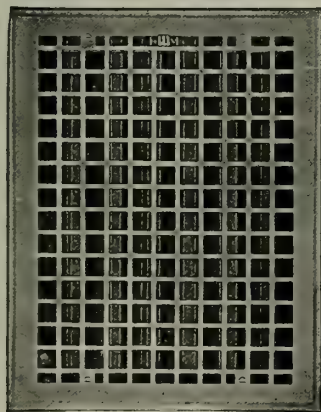
You should therefore be very careful to have a full range of these registers in stock.

Our Registers admit of the largest possible outlet of heated air, and furnace pipe manufacturers are making their boxes fit our leading styles.

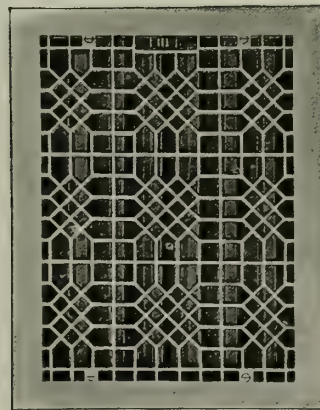


CAST, EMPIRE DESIGN

MADE
IN
CANADA



WROUGHT STEEL



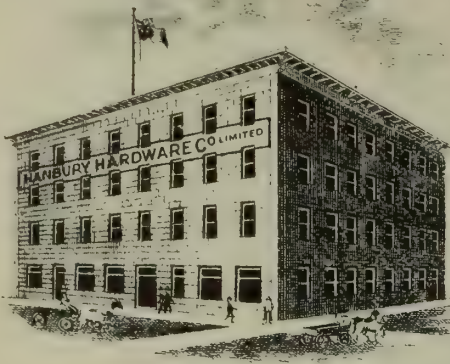
SEMI-STEEL, IND. LAT

"T & B" goods are pre-eminent for artistic design, quality of materials and excellence of finish. Price no greater than other makes.

Tuttle & Bailey Manufacturing Co.

Offices—NEW YORK, CHICAGO, BOSTON

Factories—BROOKLYN, N.Y., BRIDGEBURG, ONT



Hanbury Hardware Co.

BRANDON, MANITOBA

A COMPLETE STOCK OF SHELF AND HEAVY HARDWARE

Mill, Mine, Contractors' and Builders' Supplies, Cutlery and Sporting Goods.

AGENTS :

Moore's Paints. Muresco. Pittsburgh Fences.

MAIL ORDERS

Shipped all over the west same day as received.

PRICES RIGHT.



Science has developed something infinitely better than the old-style wrap or clamp.

"PITTSBURGH PERFECT" FENCES ARE WELDED BY ELECTRICITY.

This is the modern method of construction. Years of life are added through the elimination of serious fence defects.

A WRAP holds moisture, cracks the galvanizing and allows the water to attack the bare wire. A small amount of displaced galvanizing on "PITTSBURGH PERFECT" REINFORCES THE PROTECTION AGAINST RUST AT THE ELECTRICALLY WELDED JOINT; examine the joint.

STAYS CANNOT SLIP. They are always just where they were put. Stay and strand wires become one piece when the union is made. The fence is like a solid sheet of perforated steel.

Every Rod is Guaranteed Perfect.

Don't allow your prejudice in favor of the rapidly-declining and now antiquated methods you have heretofore known, to warp your good judgment.

"PITTSBURGH PERFECT" FENCES REPRESENT PROGRESS, because hundreds of thousands of dollars worth of standard material is daily welded by electricity.

The hoop on the average sugar barrel in the isolated country grocery store is an electrically welded product.

If your wagon was made in a large factory, its tires were welded by electricity.

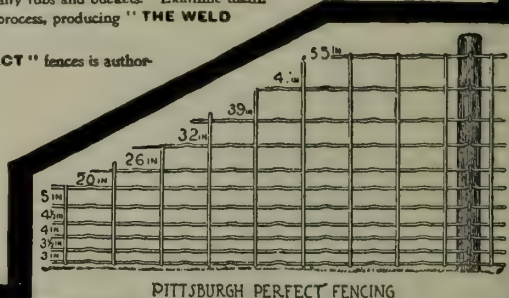
You will find electrically welded hoops on ice cream freezers and washing machines, on many tubs and buckets. Examine them. "PITTSBURGH PERFECT" fences are made by this modern, simple and marvelous process, producing "THE WELD THAT HELD."

MR. FARMER: LISTEN, NOW. Every agent handling "PITTSBURGH PERFECT" fences is authorized to guarantee this:

- That the wires are not injured at the joints.
- That the fence is perfectly adjustable to uneven ground.
- That the stays will not separate from the strands.
- That the fence is all right in every particular.

Could you ask any more definite protection? Your complete satisfaction is absolutely assured.

Hanbury Hardware Co., Ltd., Agents, Brandon, Man.



A new addition to our line is

The "Tropic" Furnace

The **Tropic** is well made throughout, and careful attention has been given to each detail in its manufacture.

Our endeavor has been to produce *a good, as well as a low-priced furnace*, one that the trade can unhesitatingly recommend as efficient and durable.

We now have *a winning combination* which should strongly appeal to any live furnace dealer.

Our leader is **The Kelsey Warm Air Generator**; next comes **The Canadian Air Warmer**, while our latest effort **The Tropic** will enable our agents to enter into competition with all grades.

Write for prices on **The Tropic**, and if there is no Kelsey agent in your town, enquire *re* our exclusive agency proposition.

The JAS. SMART MFG. CO., Ltd.

Winnipeg, Man.

Brockville, Ont.

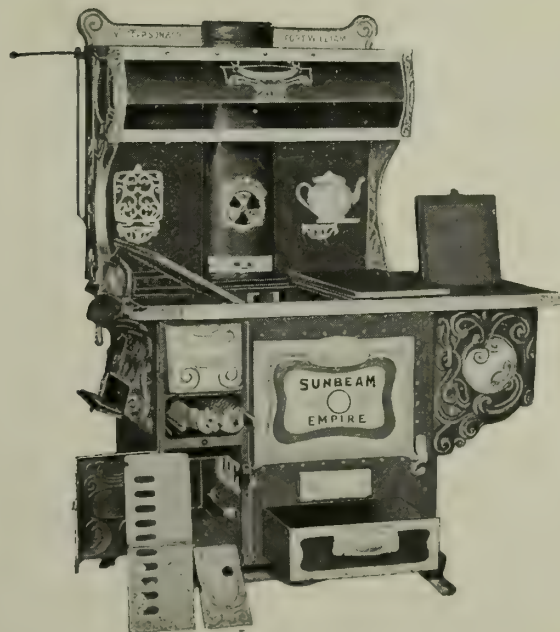


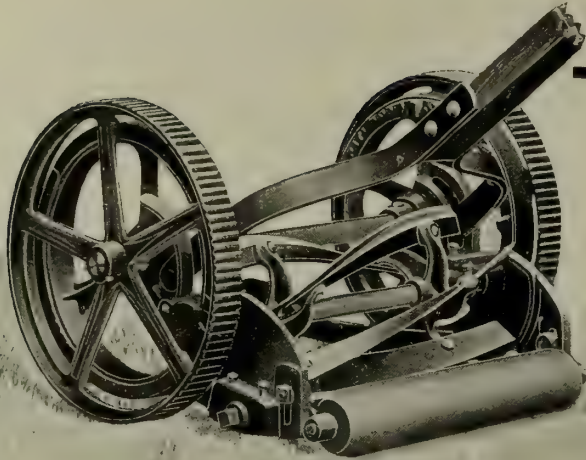
SUNBEAM EMPIRE

We have unique features on the Sunbeam—The Patent Low Closet, Check Damper to control fire (see behind ash pan), Oven Door balanced by weight. It has all the ordinary modern features.

WRITE US FOR FULL PARTICULARS

**W. J. Copp, Son
& Co.**
Fort William, Winnipeg,
— Vancouver —





**For Profit and
Satisfaction**

There's no line you can
handle equal to

Taylor-Forbes

LAWN MOWERS

MIND you, we don't claim they are "just
as good" as imported machines—they
are a GREAT DEAL BETTER.

All our machines are self-sharpening—cross
bars, girts and shafts, cylinders and knife
backs being *double* the weight and strength of
those in any imported machine. All cylinder
wings are made of malleable iron, cast iron
being used on imported machines. All wheels
on our machines are three times the weight of
those usually employed.

*Look into this Lawn Mower proposition
very carefully!*

There's money in it for you!

Taylor-Forbes Company, Limited

LARGEST MANUFACTURERS OF LAWN MOWERS IN CANADA

Head Office and Works, GUELPH, Ontario

TAYLOR-FORBES Co., Limited, 122 Craig St. West, Montreal.

H. G. ROGERS, 53½ Dock Street, St. John, N.B.

W. A. MACLENNAN, Vancouver, B.C.

J. B. H. RICKABY, Victoria, B.C.

HARRY F. MOULDEN, Travellers' Building, Winnipeg, Man.

CANADIAN UNITED MANUFACTURERS AGENCY, London, Eng

HARDWARE AND METAL CONDENSED OR "WANT" ADVERTISEMENTS

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

AMBITIOUS YOUNG MAN, with business ability, to join experienced hardwareman in manufacturers' agency business. Capital not essential to right man. Box 974, **HARDWARE AND METAL**, Toronto. (13)

EXPERIENCED HARDWARE SALESMAN, of good address, to take interest in old established Agency business in Winnipeg, Man. Capital not essential, but must furnish unquestionable references as to character, ability, and willingness to throw his whole energy into the work. Advertiser wishes eventually to retire from active business. An exceptional opportunity for the right man. Post Office Box 2947, Winnipeg. (10tf)

FOR SALE—Hardware and stove business; \$5,000. Nice clean stock. Store for sale or rent. In town of 1500 inhabitants. Three railways. Box 2, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg, Man. (16)

FOR SALE—Hardware and tin business, established over 50 years, now in fine running form. Turnover has exceeded \$50,000. A fortune maker. Probably \$15,000 stock. Suitable for two good men. Apply Box 967, **HARDWARE AND METAL**, Toronto. (14)

FOR SALE—General hardware and stove business in Ontario. Good farming district; two railways; stock and fixtures about \$4,500. Good reason for selling. Will sell at 80c. on dollar cash. Box 957, **HARDWARE AND METAL**, Toronto. (16)

FOR SALE—Up-to-date hardware, furniture and undertaking business for sale in new Western town, two years old. 1908 turnover \$14,000; 1909 turnover \$32,000. Ill health reason for selling. Box 10, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg. (10tf)

HARDWARE—Six thousand at ninety cents; doing nice clean business; stock in first-class shape and well assorted. Good up-to-date town, over five thousand. Only one other hardware. Box 974, **HARDWARE AND METAL**, Toronto. (13)

HARDWARE, FURNITURE, GRANITE DELF glassware. This total stock can be reduced to \$800. Main street booming city western Ontario. Apply Box 964, **HARDWARE AND METAL**, Toronto. (13)

LIVE HARDWARE BUSINESS for sale in progressive city of British Columbia, centre of unequaled fruit raising, farming, mining and lumbering country. C.P.R. divisional point with monthly railway and lumbering payrolls of \$215,000. Stock \$10,000, turnover, 1909, \$38,000. Excellent opportunity for hardware man after A1 investment. Good reasons for selling. Box 971 **HARDWARE AND METAL**, Toronto. (14)

THE ADVERTISER solicits correspondence with a view of placing his services, preferably at the disposal of firms desiring representation in Canada, or any other position of a responsible character, suitable to his age and experience. Was formerly connected with the wholesale importing trade in hardware, iron, steel, metals, etc., (both as buyer and manager) and for the past 14 years was secretary-treasurer of an allied manufacturing company. Has also traveled in business interests in Canada, Great Britain, Australia and New Zealand. Address Box 709, care **HARDWARE AND METAL**, Montreal. (13)

\$2,600 —PLUMBING STOCK. Well assorted plumbing, gas-fitting; good business stand; main street heartily Brantford; rent ten dollars; repair work specialized, abundance new obtainable; city growing; owner's health gone; business kept going; excellent chance; established business. Howell Hardware Co., Ltd., Goderich. (13)

ARTICLES FOR SALE

FOR SALE—One 5-foot brake. Heavy iron frame. In good condition. Cheap. Box 963, **HARDWARE AND METAL**, Toronto. (13)

SET OF TINSHOP TOOLS FOR SALE, including 8-foot brake. A bargain for quick sale. Box 969, **HARDWARE AND METAL**, Toronto. (14)

BUSINESS FOR SALE

HARDWARE BUSINESS FOR SALE in Toronto, carrying stock about \$1,000. Good opportunity for developing bicycle repair business. Right place for right man. Box 968, **HARDWARE AND METAL**, Toronto. (14)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto. (13)

A BOON TO EVERY HARDWAREMAN—A perfectly reliable fountain pen is to be found in the Beaumont "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thicknesses to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Company, Canadian Agents. Toronto. (13)

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COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (1f)

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DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B." Otis-Fensom Elevator Co., Traders Bank Building, Toronto. (1f)

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J," which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto. (1f)

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this Continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont. (1f)

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IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada. (1f)

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto. (1f)

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto. (1f)

PROBABLY the most talked about machine in Canada is the Halner Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (1f)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (1f)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (1f)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet, Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (1f)

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THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto. (1f)

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WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto. (1f)

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (1f)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (1f)

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YOU DON'T buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto. (1f)

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EXPERIENCED HARDWARE CLERK WANTED. Must be good salesman and stock keeper. State experience and give references. J. A. Gilhuly, Arden, Manitoba. (15)

HARDWARE CLERK wanted at once. Must be good salesman and stock-keeper. State age, experience and salary expected. J. S. Molr, Arnprior, Ontario. (14)

SUPERINTENDENT for stove foundry. Enquiries solicited in confidence from those with superintendent's or foreman's experience or from a store man with practical experience. Box 972, **HARDWARE AND METAL**, Toronto. (14)

TINSMITHS WANTED—For cities and towns in Western Provinces. Must be acquainted with Sunshine Furnace and McClary's wares. Give experience, name of present employer and references. Apply in handwriting to McClary's, Winnipeg. (16)

WANTED—A hardware clerk. Apply McMillan Bros., Guelph. (13)

WANTED—First-class tinsmith. A steady job the year round for right man. The Oxbow Hardware Co., Oxbow, Sask. (17)

WANTED—Experienced traveler for eastern Ontario. Must know how to figure warm air, hot water and steam heating. Apply by letter, Pease Foundry Co., Ltd., Toronto. (14)

WANTED—Two first-class tinsmiths, one with knowledge of plumbing. The Geo. Taylor Hardware Co., New Liskeard, Ont. (13)

WANTED—Experienced traveler for hot water steam heating and plumbing supplies. Must be able to figure and draw up heating plans. Apply, stating salary and experience, to Manager The Gurney Standard Metal Co., Calgary, Alta. (16)

WANTED—An up-to-date plumber and steamfitter, one who could estimate and lay out a job. State age, married or single, give references. None but a sober and industrious man need apply. Wages \$100 a month. No lost time to the right man. Apply W. J. Helliwell, Gurney Foundry Co., Winnipeg. (13)

SITUATIONS WANTED

SMART, energetic traveler, with 6 years' experience calling on Ontario hardware, implement and lumber trades, desires position with reliable firm. Box 955, **HARDWARE AND METAL**, Toronto. (19)

TRAVELER—Thoroughly connected with the hardware trade opening office in Toronto April 1st, is open for proposition from one or two good houses. Would carry stock. Best references. Bond, Box 970, **HARDWARE AND METAL**, Toronto. (13)

HARDWARE AND METAL

CLASSIFIED LIST OF ADVERTISEMENTS

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Canadian Hart Wheels Ltd.
Carborundum Co., Niagara Falls,
N. Y.

ACCOUNT REGISTERS.
Dominion Register Co., Toronto.

AMMETERS.
Canadian Carbon Co.

AMMUNITION.
Dominion Cartridge Co., Mont-
real.

ASBESTOS SAD IRONS.
Dover Mfg. Co., Canal Dover, O.

AUGER BITS.
Ford Auger Bit Co., Holyoke,
Mass.

ASH SIFTERS.
Collins Mfg., Toronto.
Wright, E. T., Hamilton.

AUTOMOBILE ACCESSORIES.
Worsnop & Co., Halifax, York-
shire.

AXES.
Allan Hills Edge Tool Co., Galt.

AXLES.
Guelph Spring & Axle Co.

BABBITT METAL.
Canada Metal Co., Toronto.
Canadian Fairbanks Co., Mont-
real.
Frothingham & Workman, Ltd.,
Montreal.
Robertson, Jas. Co., Montreal.
Geo. Langwell & Son, Montreal.

BALE TIES—Wire.
Laidlaw Bale Tie Co., Hamilton

BAR IRON.
Montreal Rolling Mills Co.
J. H. Roper, Montreal.
Canada Bolt and Nut Co., To-
ronto.

BAR URNS.
Buffalo Mfg. Co., Buffalo, N.Y.

BARN DOOR HINGES.
Canada Steel Goods Co., Ha-
milton.
Cowan & Britton, Gananoque.
Chicago Spring Butt Co.
S. B. Martin, Dalton, O.

BARN DOOR TRACK.
S. B. Martin, Dalton, O.
Taylor Forbes Co., Guelph.

BARREL HOOPS.
Laidlaw Bale Tie Co., HAMIL-
TON.

BATH ROOM FITTINGS.
Buffalo Mfg. Co., Buffalo, N.Y.
The Progress Co., Chicago.

BATTERY CONNECTIONS.
Canadian Carbon Co.

BELTING, HOSE, ETC.
Canadian Rubber Co., Montreal.
Gutta Percha and Rubber Mfg.
Co., Toronto.

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Works, Fitchburg, Mass.

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Plymouth Cordage Co., N. Ply-
mouth, Mass.

BIRD CAGES.
E. T. Wright & Co., Hamilton.

BITS.
Ford Auger Bit Co.

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Toronto.
J. H. Roper, Montreal.
A. C. Leslie & Co., Montreal.

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Pease Foundry Co., Toronto.
Taylor-Forbes Co., Guelph, Ont.

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Star Mfg. Co., Carpentersville,
Ill.

BOLTS.
Canada Bolt & Nut Co., To-
ronto.
Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal.
Star Mfg. Co., Carpentersville.

BOLTS EXPANSION.
Star Expansion Bolt Co., New
York.

BOX STRAPPING.
Acme Steel Goods Co., Chicago.
E. F. Dartnell, Montreal.

BRACES.—Bit.
Stanley Rule & Level Co.

BRASS GOODS.
Kerr Engine Co., Walkerville,
Ont.
Lewis, Rice & Son, Toronto.
Morrison, Jas., Brass Mfg. Co.,
Toronto.
Penberthy Injector Co., Windsor,
Ont.
Taylor-Forbes Co., Ltd., Guelph,
Ont.

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Gibb, Alex., Montreal.

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AND PLAIN.**
Star Expansion Bolt Co.

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Thos. Bryan, Ltd.
Stevens Hepner Co., Port Elgin.
Walter Woods & Co., Hamilton.

BRUSHES.
Stevens-Hepner Co., Port Elgin.
Thos. Bryan, Ltd.
Walter Woods, Hamilton.

BURNERS.
Ontario Lantern and Lamp Co.,
Hamilton, Ont.

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Caverhill, Learmont & Co., Mont-
real.
Covert Mfg. Co., West Troy, N.Y.
Cote, Boivin & Cie.
Frothingham & Workman, Ltd.,
Montreal.
Hanson-Tilley, J. H. Co., Mont-
real.
Hill, Jas. & Co., Ltd., London,
England.
Howland, H. S., Sons & Co.,
Toronto.
Lewis Bros. & Co., Montreal.
Lewis, Rice & Son, Toronto.
Lockerby & McComb, Montreal.
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Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadel-
phia, Pa.
Stanley Rule & Level Co., New
Britain.
Standard Paint Co.
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Taylor-Forbes Co., Guelph, Ont.

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John Wilson.
Geo. Wostenholme.

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Cameron & Campbell, Toronto.

COUNTERS.
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York.

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J. H. Roper.

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Heron Mfg. Co., Utica, N.Y.

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McKinnon Chain Co., St. Cath-
arines.
Oneida Community, Ltd., Nia-
gara Falls, Ont.

CHAFING DISHES.
Buffalo Mfg. Co., Buffalo.

CHAIR TIPS.
Heron Mfg. Co., Utica, N.Y.

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Oneida Community.
J. H. Roper, Montreal.
Standard Chain Co.

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James & Reid, Perth, Ont.

CHUCKS.
Ryall Tool Co., Montreal.

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Ont.
Cummer, Dowswell Co., Ltd., Ha-
milton.
Maxwell, David & Sons, St.
Marv's, Ont.
Walter Woods, Hamilton.

CLIPPERS.
American Shearer Mfg. Co.,
Nashua, N. H.
Dorken Bros.
Chicago Flexible Shaft Co.,
Chicago.
B. & S. H. Thompson Co.,
Montreal.

CLIPPERS.—Hand.
Chicago Flexible Shaft Co.,
Chicago.
B. & S. H. Thompson & Co.,
Montreal.

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Cummer-Dowswell Co., Ltd., Ha-
milton.
R. McMaster, Vancouver.

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Hamilton Cotton Co., Hamilton.
R. McMaster, Vancouver.

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Galt.

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James & Reid, Perth, Ont.

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The Morris & Bailey Steel Co.,
Pittsburg, Pa.

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Tyne, Eng.

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F. N. Burt & Co.

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Hamilton Cotton Co., Hamilton.
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mouth, Mass.

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The Galt Art Metal Co., Galt,
Ont.
Metal Shingle & Siding Co.,
Preston.
Metallic Roofing Co., Toronto.
Wheeler & Bain, Toronto.

CORUNDUM WHEELS.
Canadian Hart Wheels Co., Ha-
milton.

COW TIES.
Greening, B., Wire Co., Hamil-
ton.
McKinnon Dash and Metal Co.,
St. Catharines.
Oneida Community, Ltd., Nia-
gara Falls.

CULTIVATORS.
Bailey Underwood Co., New
Glasgow, N. S.

CURRY COMBS.
Burrow, Stewart & Miln, Ha-
milton.
Eclipse Mfg. Co., Ottawa.

CUSPIDORS.
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Mont
real.
McClary's, London, Ont.
Kemp Mfg. Co., Toronto.
E. T. Wright & Co., Hamilton.

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Boker, Henry.
Cote, Boivin & Cie.
Caverhill, Learmont & Co., Mont-
real.

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Crookes, Jonathan & Son.
Decatur Bull, Montreal.
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd.,
Montreal.
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Heinisch's, R., Sons Co., New-
ark, N. J.
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Hutton, Jas. & Co., Montreal.
Lewis Bros., Montreal.
McFarland, A., Montreal.
McGlashan, Clarke Co., Ltd.,
Niagara Falls.
Scott, Frank H., Montreal.

DOOR SPRINGS.
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DRAIN CLEANERS.
Iwan Bros., South Bend, Ind.

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York.

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York.

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Canadian Billings & Spencer,
Welland.
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EDGE TOOLS.
Allan Hills Edge Tool Co.
James Smart Mfg. Co., Brock-
ville.

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Canadian Carbon Co., Toronto.

EMERY OR CORUNDUM WHEELS
Canadian Hart Wheels Limited,
Hamilton, Ont.

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O.
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James Morrison Brass Mfg. Co.
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Ont.

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real.
McClary's, London, Ont.
Kemp Mfg. Co., Hamilton.
E. T. Wright & Co., Hamilton.

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The Parmenter & Bullock Co.,
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Montreal Rolling Mills, Montreal.

FEED COOKERS.
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Dominion Wire Mfg. Co., Mont-
real.
Montreal Rolling Mills, Montreal
Owen Sound Wire Fence Co.,
Owen Sound.
Watson, Jack & Co., Montreal.

FILES AND RASPS.

Barnett Co., G. & H., Philadelphia, Pa.
Carver File Co., Philadelphia, Pa.
Disston, Henry & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope.
Simonds Canada Saw Co., Ltd., Montreal.

FILTERS.

Anti-Splash Filter Co., Owen Sound, Ont.

FIREARMS AND AMMUNITION.

Johnson's, Iver, Arms and Cycle Works, Fitchburg, Mass.

FIRE BRICKS.

Alex. Gibb, Montreal.

FIRE ESCAPES.

Dennis Wire & Iron Co., London.

FIRE POTS, TORCHES, ETC.

Otto Bernz, Newark, N.J.

FISHING TACKLE.

Lewis Bros.
Horton Mfg. Co., Bristol, Conn.
Frothingham & Workman, Montreal.

FOOD CHOPPERS.

Enterprise Mfg. Co., Philadelphia, Pa.

FRET SAWS.

Hobbies, Ltd., Dereham, Eng.

FRET WORK OUTFITS.

Hobbies, Ltd., Dereham, Eng.

FURNITURE SHOES—Sliding.

Onward Mfg. Co., Berlin.

GALVANIZING.

Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.

Dominion Wire Mfg. Co., Montreal.

Montreal Rolling Mills Co., Montreal.

Ontario Wind Engine & Pump Co., Toronto.

GALVANIZED IRON.

Alex. Gibb, Montreal.
A. C. Leslie & Co., Montreal.
John Lysaght, Ltd., Bristol, Newport and Montreal.
U. S. Steel Products Export Co.
B. & H. Thompson, Montreal.

GLASS ORNAMENTAL.

Hobbs Mfg. Co., London.
Pilkington Bros.
B. & S. H. Thompson, Montreal.
Toronto Plate Glass Importing Co., Toronto.

GLASS CUTTING BOARDS.

Lufkin Rule Co., Saginaw, Mich.

GAS FIXTURES.

Barton Netting Co., Windsor.
James Morrison Brass Mfg. Co.

GLASS—Window.

Pilkington Bros.
Hobbs Mfg. Co., London.
Toronto Plate Glass Importing Co., Toronto.
Winnipeg Paint and Glass Co., Winnipeg.

GLAZIERS' DIAMONDS.

Hobbs Mfg. Co., London.
Pelton, Godfrey S.
Ryall Tool Co., Montreal.
Sharratt & Newth, London, Eng.

GLUE.

Grove Chemical Co., Appley Bridge, Eng.

GUNS.

Johnson, Iver Arms & Cycle Works, Fitchburg, Mass.
Tobin Arms & Mfg. Co., Woodstock.

GUN AND TOOL CABINETS.

Cameron & Campbell, Toronto.

GRINDERS.

Luther Bros., Milwaukee, Wis.

HANDLES.

Still, J. H., Mfg. Co.

HAND DRILLING MACHINES.

Jardine, A. B. & Co., Preston.

HACK SAWS.

Millers Falls Co., New York.
Ellin, Thos. R., Sheffield, Eng.

HARDWARE SPECIALTIES.

Boker, H.
Martin, S. B., Dalton, O.
Maxwell, D. & Sons.
Robertson, P. L. Milton West.
Smith Hardware Co., Ltd., Montreal.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HARROWS.

Cowan, Estate of O. D., Gananoque.

HAY KNIVES.

Iwan Bros., South Bend., Ind.

HINGES.

Acme Steel Goods Co., Chicago.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co.
Cowan & Britton.
Dartnell, E. F., Montreal.
Taylor-Forbes Co., Ltd., Guelph, Ont.

HINGES, SCREEN DOOR.

Chicago Spring Butt Co.
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Gananoque.

HOCKEY STICKS.

Still, J. H. Mfg. Co., St. Thomas.

HOOP IRON.

Frothingham & Workman, Ltd., Montreal.
Montreal Rolling Mills Co., Montreal.

HORSE CLIPPING MACHINES.

Chicago Flexible Shaft Co.
Thompson, B. & S., H., Montreal.

HORSESHOES AND NAILS.

Capewell Horse Nail Co., Toronto.
Montreal Rolling Mills, Montreal.
Pender, Jas. & Co., Ltd., St. John, N. B.

ICE CREAM FREEZERS.

Collins Mfg. Co., Toronto.
North Bros. Mfg. Co., Philadelphia.
Richmond Cedar Works, Richmond, Va.
Smith Hardware Co., Montreal.

ICE CUTTING TOOLS.

North Bros. Mfg. Co., Philadelphia, Pa.

INJECTORS—Automatic.

Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.

IRON PIPE.

Montreal Rolling Mills, Montreal.

IRON PUMPS.

Aylmer Pump & Scale Co., Aylmer.
McDougall, R., Co., Galt, Ont.

JACKS.

Covert Mfg. Co., Troy, N.Y.

KALSOMINE.

Alabastine Co., The, Paris, Ont.
Moore, Benjamin Co., Toronto.

KEYS AND KEY BLANKS.

Corbin Cabinet Lock Co., New Britain, Conn.

KNIFE SHARPENERS.

Carborundum Co., Niagara Falls.

LADDERS.

Martin, S. B., Dalton, Ohio, U.S.A.
Stratford Mfg. Co., Stratford.

LAMP BLACK.

Fielding, E., Toronto.

LAMPS.

Ontario Lantern & Lamp Co.

LANTERNS.

Davidson, Thos., Mfg. Co., Montreal.
Ontario Lantern and Lamp Co., Hamilton, Ont.
Kemp Mfg. Co., Toronto.
Wright, E. T., & Co., Hamilton.

LAWN MOWERS.

Maxwell, D. & Sons, St. Mary's, Ont.
Smart, Jas., Mfg. Co., Brockville, Ont.
Taylor, Forbes Co., Guelph.

LAWN ROLLERS.

James & Reid, Perth.

LEAD PIPE.

Montreal Rolling Mills Co., Montreal.
Canada Metal Co., Toronto.
Leather Belting.
Saddler & Haworth, Montreal.

LOCKS, KNOBS, ESCUTCHEONS, ETC.

Corbin Cabinet Lock Co., New Britain, Conn.
National Hardware Co., Orillia.
Peterborough Lock Mfg. Co., Peterborough, Ont.

LUMBERING TOOLS.

Allan Hills Edge Tool Co.
Canadian Logging Tool Co., Sault Ste. Marie, Ont.
Pink, Thos., & Co., Pembroke, Ont.

LYE.

Gillett, E. W., Co., Toronto.

MALLEABLE AND CAST IRON

FITTINGS.

Fittings, Ltd., Oshawa.
MANUFACTURERS' AGENTS.
Anthony, M. B. & Co., Vancouver, B.C.
McIntosh, H. F. & Co., Toronto.
Cumming, P. R., Vancouver, B.C.
Gibb, Alexander, Montreal.
Hemphill & Co., T. W., Vancouver, B.C.
Kains, J. M. & Co., Vancouver, B.C.
Lion Metal Co., Montreal.
Clare, Little & Co., Saskatoon, Sask.
Smith Hardware Co., Montreal.
Thompson & Gunn, Vancouver, B. C.

MANTELS.

The Barton Netting Co., Windsor.
The Winnipeg Paint and Glass Co., Winnipeg.

MATS—Rubber.

Canadian Rubber Co., Montreal.
Gutta Percha & Rubber Co., Toronto.

MATS—Wire.

Acme Steel Goods Co., Chicago.
Dartnell, E. F., Montreal.

METALS.

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
Chestnut, R. & Sons, Fredericton, N. B.
Frothingham & Workman, Ltd., Montreal.
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto.
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N. S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N. S.
Thompson, B. & S. H. & Co., Montreal.

METAL LATH.

Galt Art Metal Co., Galt.
Metal Shingle & Siding Co., Preston.
Metallic Roofing Co., Toronto.

METAL SHINGLES, SIDINGS, ETC.

Galt Art Metal Co., Galt.
Metallic Roofing Co., Toronto.
Metal Shingle and Siding Co., Preston.

METAL STORE FRONTS.

Hobbs Mfg. Co., London.
Dennis Wire & Iron Co., London.

METAL POLISH, EMERY CLOTH, ETC.

Oakey, John & Sons, London, Eng.
Polishine Co., Rochester.

MINING DRILLS.

Jessop, Wm. & Sons, Sheffield, Eng.

MITRE BOXES.

Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Co., New York.

MOP WRINGERS.

White Mop Wringer Co., Dultonville, N.Y.

MOTOR CAR ACCESSORIES.

Worsnop & Co., Halifax, Yorkshire.

NAIL PULLERS.

Smith Hdw. Co., Montreal.

NAILS WIRE.

Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Laidlaw Bale Tie Co., Hamilton.
Montreal Rolling Mills, Montreal.
McBrien Mfg. Co., Toronto.
Parmenter & Bulloch Co., Gananoque.
Pender, Jas. & Co., Ltd., St. John, N. B.
United States Steel Products Export Co., Montreal.

OFFICE SUPPLIES.

Eclipse Mfg. Co., Ottawa.

OILERS.

Thos. Davidson Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto, Ont.
Maple City Mfg. Co., Monmouth, Ill.
Wright, E. T. & Co., Hamilton, Ont.

OIL STONES.

Canadian Hart Wheels, Carborundum Co., Hamilton, Ont.

OIL TANKS.

Bowser, S.F., & Co., Toronto.

ORNAMENTAL IRON AND WIRE.

Dennis Wire & Iron Co., London, Ont.
Canadian Wire Goods Mfg. Co., Hamilton.

OVENS.

The Collins Mfg. Co.

PACKING.

Canadian Rubber Co., Montreal.
Gutta Percha & Rubber Co., Toronto.

PADLOCKS.

Corbin Cabinet Lock Co., New Britain, Conn.

PAINTS, OILS, VARNISHES.

GLASS

Brandram-Henderson, Montreal.
Hoyle, Robson, Barnett & Co., Ltd., Newcastle-on-Tyne, Eng.
Canada Paint Co., Montreal.
Canadian Oil Co., Toronto.
Dods, P. D. & Co., Montreal.
Holzapfels, Ltd., Newcastle-on-Tyne, Eng.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont.
Dougall Varnish Co., Ltd., Montreal.
Moore, Benjamin & Co., Toronto
Ottawa Paint Works, Ottawa.
Ramsay & Son, Montreal.
Sanderson Percy & Co., Toronto.

Sherwin-Williams Co., Montreal.
Standard Paint Co., of Canada, Montreal.

Standard Paint and Varnish Works, Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal.
Wilkinson, Heywood & Clark, Montreal.
Winnipeg Paint and Glass Co., Winnipeg.

PARIS GREEN.

Canada Paint Co., Montreal.
Hoyle, Robson, Barnett & Co., Ltd., Newcastle-on-Tyne.

PERFORATED SHEET METALS.

Canada Wire Goods Mfg. Co., Hamilton.
Greening, B., Wire Co., Hamilton

PICTURE FRAMING TOOLS.

Hobbies, Ltd., Dereham, Eng.

PLANES.

Stanley Rule & Level Co.

PLASTER OF PARIS.

The Alabastine Co., Paris.

PLATED WARE.

McGlashan, Clarke, Co., Niagara Falls, Ont.
Butler, Geo. & Co., Sheffield.

PLOWS.

The Paris Plow Co., Paris, Ont.

PLUMBERS' SUPPLIES.

James Morrison Brass Mfg. Co.

PLYERS.

Boker, Henry.

PORTABLE OVENS.

Warren Mfg. Co., Toronto.

PORTLAND CEMENT.

Thompson, B. & S. H. & Co., Montreal.

POST HOLE AUGERS.

Iwan Bros.

POST HOLE DIGGERS.

Iwan Bros.

POTATO BUG FINISH.

Alabastine Co., Paris.

POULTRY NETTING.

Greening, B., Wire Co., Hamilton, Ont.

Lysaght, John, Ltd., Bristol, Newport and Montreal.

RAILWAY SUPPLIES.

Caverhill, Learmont & Co., Nova Scotia Steel & Coal Co., Sydney, N. S.

RANGE BOILERS.

Davidson, Thos., Mfg. Co., Montreal.

RATCHET SCREW DRIVERS.

North Bros., Philadelphia.

RAZORS.

Butler, Geo. & Co., Sheffield.
Clausen Shear Co., Toronto.
Gillette Safety Razor Co., Montreal.
Humphrey, W. R. & Co., Sheffield
Hutton, Jas. & Co., Montreal.
Macfarlane, A. & Co., Montreal.
Smith Hardware Co., Montreal
Wiss, J. & Sons.
Rodgers, Jos. & Sons, Sheffield.
Rogers, Henry & Sons, Sheffield.

RAZOR HONES.

Canadian Hart Wheels, Ltd., Hamilton.
Carborundum Co., Niagara Falls, N. Y.

RAZOR STROPS.

Carborundum Co., Niagara Falls, N. Y.
Butler & Co., Geo., Sheffield.
Wiss, J. & Sons, Co., Newark, N. J.

REAPER AND MOWER SUPPLIES

Garfitt, Thos. & Son.

REFRIGERATORS.

Lewis Bros., Montreal.
Sanderson, Harold Co., Paris.

REGISTERS.

Canadian Ferroteel Co., The, Bridgeburg, Ont.
Canadian Heating & Ventilating Co., Owen Sound.
Hart & Cooley Co., New Britain, Conn.

Pease Foundry Co., Toronto.

Welch, A. & Son, Toronto.
Tuttle & Bailey, Bridgeburg, Ont

REVOLVERS.

Johnson, Iver, Arms & Cycle Works, Fitchburg, Mass.

RIVETS.

Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque.

ROOFING.

Brantford Roofing Co., Brantford
Mica Roofing Co., Hamilton.
Standard Paint Co., of Canada.

ROOFING SUPPLIES.

Brantford Roofing Co., Brantford
Barber Asphalt Co., Philadelphia
Galt Art Metal Co., Galt, Ont.
Lewis Bros., Montreal.
Lockerby & McComb, Montreal.
Metallic Roofing Co., Toronto
Metal Shingle & Siding Co., Preston, Ont.
McArthur, Alex., & Co., Montreal.

Pilkington Bros., Montreal.

United Roofing & Mfg. Co., Philadelphia, Pa.

Winnipeg Paint & Glass Co., Winnipeg.

Wright, E. T. & Co., Hamilton.

RUBBER GOODS.

Canadian Rubber Co., Montreal.
Gutta Percha & Rubber Co., Toronto.

RUBBER STAMPS.

Hamilton Stamp and Stencil Works, Hamilton.

RULES AND GAUGES.

Chesterman, Jas. & Co., Ltd., Sheffield, England.
Lufkin Rule Co., Saginaw, Mich.
Stanley Rule & Level Co.

SAD IRONS ASBESTOS.

Dover Mfg. Co., Canal Dover, O.

SADDLERY.

Barnsby, J. A. & Sons, Wilsall, Eng.

SASH WEIGHTS.

Fittings, Ltd., Oshawa.

SAFETY RAZORS.

Clausen Shear Co., Toronto.
Gillette Safety Razor Co., Montreal.
Humphrey, W. R. & Co., Sheffield.

SAWS.

Atkins, E. C. & Co., Indianapolis, Ind.
Disston, Henry, & Sons, Philadelphia.
Howarth, James, & Sons, Ltd., Sheffield, Eng.
Millers Falls Co., New York.
Simonds Mfg. Co., Fitchburg, Mass.
Simonds Canada Saw Co., Montreal.

SAW TOOLS.

Atkins, E. C., Hamilton.

SCALES.

Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton.
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Montreal.

SCISSORS.

Clausen Shear Co., Freemont, O.
Heinisch's, R., Sons, Co., Newark, N. J.
Wiss, J., & Sons Co., Newark, N. J.

SCOOPS.

Eclipse Mfg. Co., Ottawa.

SCRAPERS.

Meaford Wheelbarrow Co.

SCREW-DRIVERS.

Boker, Henry.
Disston, Henry, & Sons, Philadelphia.
Stanley Rule & Level Co.
Robertson, P. L., Milton.

SCREWS, NUTS BOLTS.

Canada Screw Co., Hamilton.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

SCYTHE STONES.

The Carborundum Co., Niagara Falls, N. Y.

SHEARS, SCISSORS.

Clausen Shear Co., Toronto.
Heinisch's, R., Sons, Co., Newark, N. J.

Wiss Shear Co.

SHELF BOXES.

Cameron & Campbell, Toronto.

SHELVING.

Cameron & Campbell, Toronto.

Warren, J. D., Mfg., Chicago.

SHEEP SHEARING MACHINES.

Chicago Flexible Shaft, Chicago.

SHEET METAL WORKING

TOOLS.
The Brown Boggs Co., Hamilton

Wiss, J., & Sons, Co., Newark, N. J.

SHOT.

Montreal Rolling Mills Co.

SHIPS AUGERS.

Ford Auger Bit Co., Holyoke, Mass.

SHOVELS AND SPADES.

Eclipse Mfg. Co., Ottawa.
Frothingham & Workman, Montreal.
Canada Steel Goods Co., Hamilton.

SIDE WALK PRISMS.

Hobbs Mfg. Co., London.

SIGNS.

Richardson, J. E., & Co., Toronto.

SILVERWARE.

Caverhill, Learmont & Co.
Oneida Community, Ltd., Niagara Falls, Ont.
McGlashan & Clarke, Co., Niagara Falls, Ont.
Scott, Frank H., Montreal.

SLEIGHS-Children's.

James & Reid, Perth.

SNAPS.

Covert Mfg. Co., Troy, N. Y.

SPORTING GOODS.

Lewis Bros., Montreal.
Bregent, A. E., Montreal.
Chestnut, R., & Sons, Frederickton, N. B.

SPRAYBRUSHES.

The Progress Co., Chicago.

SPRAYERS.

Cavers Bros., Galt, Ont.
Collins, Mfg. Co., The.
Davidson, Thos., Mfg. Co., Montreal.
Kemp Mfg. Co., Toronto.

Spramotor Co., The, London.

Wright & Co., E. T., Hamilton.

SPRING BUTTS.

Chicago Spring Butt Co., Chicago.

SPRINGS.

Guelph Spring & Axle Co., Guelph.

SPRING HINGES, ETC.

Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

TAMPED METAL PLATES.

Hamilton Stamp and Stencil Works, Hamilton.

STABLE FITTINGS.

Dennis Wire & Iron Co., London

STEEL.

Abbott, William, Montreal.

STEEL OPEN HEARTH.

Nova Scotia Steel & Coal Co.

STEEL—Cold Rolled Strip.

Morris & Bailey Steel Co., Pittsburg, Pa.

STEEL RAILS.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

STEEL SHAPES.

Star Mfg. Co., Carpentersville, Ill.

STEEL SHEETS.

Leslie, A. C., & Co., Montreal.
Samuel, Benjamin & Co., M. & L., Toronto.

STEEL STAMPING.

The Owen Sound Steel Press Works, Owen Sound.

STEEL STAMPS.

Hamilton Stamp and Stencil Works, Hamilton.

STENCILS.

Hamilton Stamp and Stencil Works, Hamilton.

HARDWARE AND METAL

McClary's, London, Ont.	Canada Screw Co., Hamilton.	TROWELS.	Lewis Bros. & Co., Montreal.
Kemp Mfg. Co., Toronto.	The McBrien Mfg. Co., Toronto.	Atkins, E. C., & Co., Hamilton.	Pearl Bros., Regina, Sask.
Wright, E. T., & Co., Hamilton, Ont.	U. S. Steel Products Export Co., Montreal.	Disston, Henry, & Sons, Philadelphia.	Stairs, Wm., Son & Morrow Co., Halifax.
STOCKS AND DIES.	TAILORS' SHEARS.	Boker, Henry & Co., Montreal.	Thompson, B. & S. H.
Jardine, A. B., & Co.	Wiss, J., & Sons, Co.	TRUCKS.	Somerville Hardware Co., Edmonton.
STORE FIXTURES.	TANKS—Self-Measuring.	Aylmer Pump & Scale Co., Aylmer, Ont.	Hanbury Hardware Co., Brandon
Warren, J. D., Mfg. Co., Chicago.	Bowser, S. F., & Co., Toronto.	London Foundry Co.	WHITE LEAD.
Cameron & Campbell, Toronto.	TAPS.	Meaford Wheelbarrow Co.	Canada Paint Co., Montreal.
STORE LADDERS.	Jardine, A. B., & Co.	Pearson, Geo. D., & Co., Montreal.	Brandram-Henderson, Montreal.
Martin, S. B., Dalton, O.	TAPES.	Watson, John, Mfg. Co., Ayr.	Montreal Rolling Mills, Montreal
STOVES, FURNACES.	Lufkin Rule Co., Windsor, Ont.	VACUUM CLEANERS.	Ottawa Paint Co., Ottawa.
Burrow, Stewart & Milne Co., Hamilton.	Chesterman, Jas., & Co., Sheffield, Eng.	Onward Mfg. Co., Berlin.	Sanderson Percy & Co., Toronto
Copp, W. J., Son & Co., Fort William, Ont.	Scott, Frank H., Montreal.	VENTILATORS.	Ramsay, A., & Son, Montreal.
Canadian Heating & Ventilating Co., Owen Sound.	TIN PLATE.	Gardiner & Gaskell, Montreal.	Wilkinson, Heywood & Clarke.
Davidson, Thos., Mfg. Co., Montreal.	Leslie, A. C., & Co., Montreal.	Harris, J. W., Co., Montreal.	WIRE.
Down Draft Furnace Co.	Thompson, B. & S. H., Montreal	Pearson, Geo. D., & Co., Montreal.	Laidlaw Bale Tie Co., Hamilton.
Findlay Bros., Carleton Place.	U. S. Steel Products Export Co. Co.	WALL COATINGS.	Canada Screw Co., Hamilton.
Gurney Foundry Co., Hamilton.	Kemp Mfg. Co., Toronto.	Alabastine Co., Paris, Ont.	Dominion Wire Mfg. Co., Montreal.
Gurney-Tilden Co., Hamilton.	McClary Mfg. Co., London.	Moore, Benjamin, & Co., Toronto.	Greening Wire Co., Hamilton.
McClary's, London, Ont.	THIMBLES.	WASHING MACHINES, ETC.	WIRE GOODS.
Packam & Myers, Dresden.	Collins Mfg. Co.	Cowan, Estate of O. D., Gananoque.	Brand, Ed., 472 Moss Lane E., Manchester, Eng.
Pease Foundry Co., Toronto.	Metal Shingle & Siding Co., Preston.	Connor, J. H., & Son, Ottawa.	Canadian Sales and Mfg. Co.
Smart, Jas., Mfg. Co., Ltd., Brockville, Ont.	TINNERS' SNIPS.	Cummer-Dowswell Co., Ltd., London Foundry Co.	Canada Wire Goods Mfg. Co., Hamilton.
Stewart, James, Mfg. Co., Woodstock.	Wiss, J., & Sons Co.	Maxwell, D., & Son, St. Mary's, Ont.	WIRE FENCE.
Brantford Steel Range Co., Brantford.	Brown, Boggs Co., Hamilton.	Richmond Cedar Works, Richmond, Va.	Banwell Hoxie Wire Fence Co., Hamilton.
The Modern Malleable Range Co., Chatham.	TINSMITH TOOLS.	WAGONS—Children's.	Owen Sound Wire Fence Co., Owen Sound.
Moffat Stove Co., Weston.	Brown, Boggs.	Gendron Mfg. Co., Toronto.	Watson Jack, Montreal.
Percival Plow & Stove Co., Merriekville.	TINWARE.	Woodstock Wagon Co., Woodstock.	WINDOW FASTENERS.
STOVES—Gas.	Davidson, Thos., Mfg. Co.	WHEELBARROWS.	Cowan & Britton, Gananoque.
Burrow, Stewart & Milne.	Packham & Myers, Dresden, Ont.	Gibb, Alex., Montreal.	WOODEN WARE.
Moffat Stove Co., Weston.	McClary Mfg. Co., London.	London Foundry Co.	Bryan, Thos., Ltd., London.
McClary Mfg. Co., London.	Kemp Mfg. Co., Toronto.	Maxwell, David, & Sons, St. Marys.	Richmond Cedar Works, Richmond, Va.
STOVE REPAIRS.	Wright, E. T., & Co., Hamilton.	Meaford Wheelbarrow Co., Meaford.	Smart, Jas., Mfg. Co., Brockville
Jones Bros., Toronto.	TOASTERS.	WHISKS.	Woods, Walter, & Co., Hamilton
STRUCTURAL STEEL.	Collins Mfg. Cof.	Stevens Hepner Co., Port Elgin.	WOOD SCREWS.
The Hamilton Bridge Works Co., Ltd., Hamilton, Ont.	Wright, E. T., & Co., Hamilton.	WHOLESALE HARDWARE.	Canada Screw Co.
TACKLE BLOCKS.	TOE CALKS.	Caverhill, Learmont & Co., Montreal.	Dominion Wire Mfg. Co., Montreal.
Boston and Lockport Block Co., East Boston, Mass.	Pender, Jas., & Co., Ltd., St. John, N.B.	Howden, D. H. & Co., London.	WRENCHES.
SWINGS.	TOOLS—All Kinds.	Chestnut, R., & Sons, Frederickton, N. B.	Canadian Billings & Spencer.
Stratford Mfg. Co., Stratford.	Ellin, Thos. R., Sheffield, Eng.	Cote, Boivin & Cie.	Star Mfg. Co., Carpentersville, Ill.
SQUARES AND LEVELS.	Howarth, James, & Sons, Ltd., Sheffield.	Frothingham & Workman, Ltd., Montreal.	WRINGERS.
Disston, Henry, & Sons, Philadelphia.	Jessop, Wm., & Sons, Sheffield, Eng.	Howland, H. S., Sons & Co., Toronto.	Cowan, Estate of O. D., Gananoque.
Stanley Rule & Level Co., New Britain.	Millers Falls Co., New York.	Kennedy Hardware Co., Toronto.	Cummer, Dowswell, Ltd., Hamilton.
TACKS.	TRADE CHECKS.		Connor, J. H., & Son, Ltd., Ottawa.
Montreal Rolling Mills Co., Montreal.	Hamilton Stamp and Stencil Works, Hamilton.		Maxwell, David, & Sons, St. Marys.
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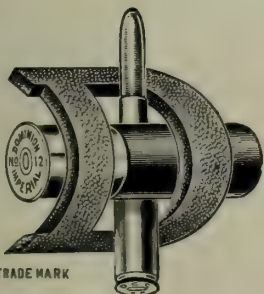


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Dominion Cartridge Co., Limited

Ammunition Manufacturers

MONTREAL, CANADA





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It has the quality proven by
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Selling price to public maintained.

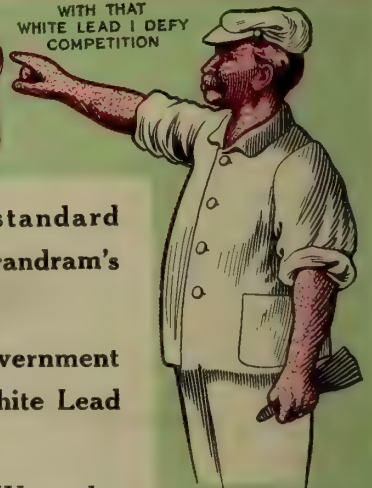
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B.B. GENUINE
WHITE LEAD



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B. B. Genuine.

The perfect Government
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Published Weekly by

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VOL. XXII.

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NO. 14.

BUTCHERS' **JOHN WILSONS** KNIVES
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS'  STEELS

Canadian Agents: DORKEN BROS & CO., MONTREAL

"SOUTHERN CROSS" BLACK SHEETS

Can be beaten into any
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beat the quality.

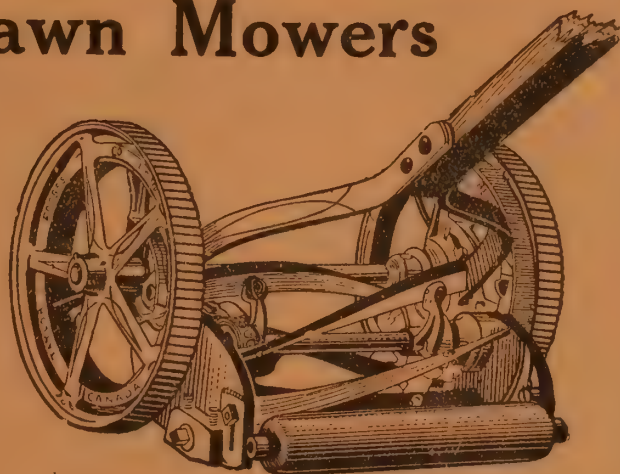
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as the standard, that is the most
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so extensively advertised that a
demand is created for it in every city,
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HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.

CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND



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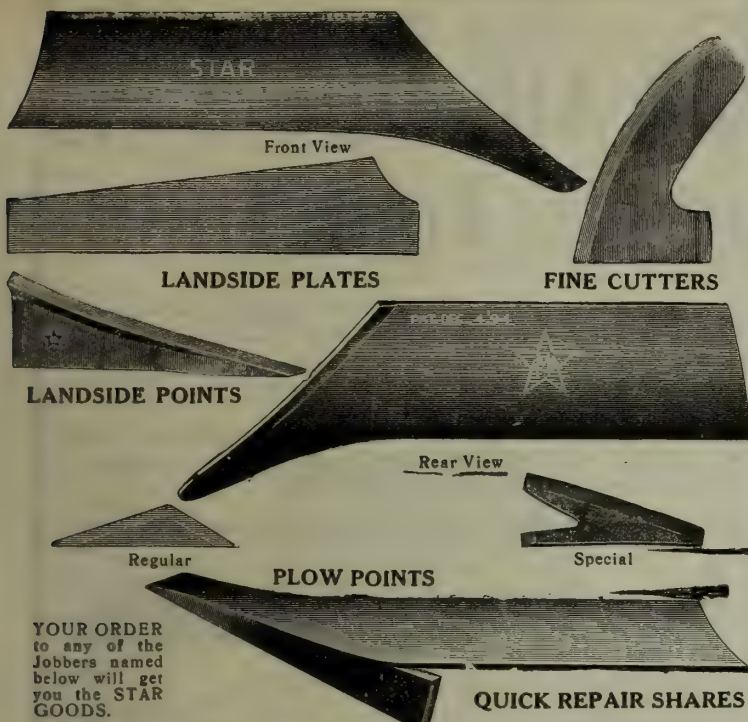
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It is the best poke on the market to-day, and possesses several strong advantages.

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- Is easily adjusted
- Is light and strong
- Will prevent running in field
- Allows animals to lie down and eat comfortably.

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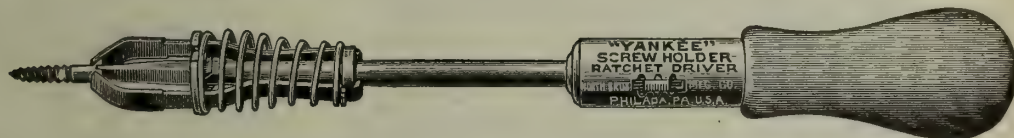
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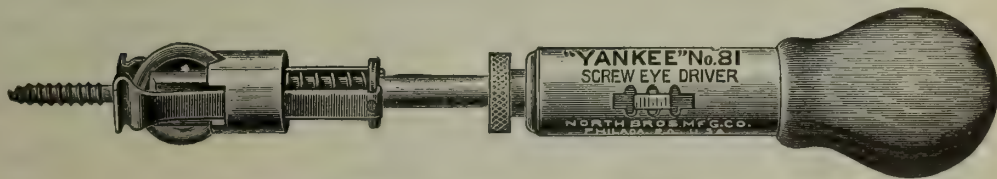
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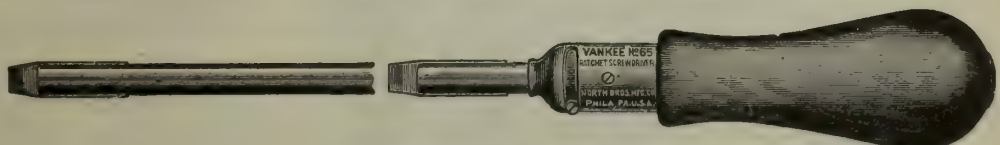
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TOOLS
and are
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EQUAL
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Do you know that our Metallic Ceilings and Walls are the most sanitary and artistic interior coverings a merchant can have in his store? They prevent the dust and dirt falling—a continual nuisance with plaster and wooden ceilings—and add so much to the appearance of the store—so many varied, artistic designs suitable for any class of business to select from.

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firm is the oldest and largest sheet metal building material house in Canada? I guess their policy, 'Protection to the trade,' has helped them a lot"—*The Philosopher of Metal Town.*

1670



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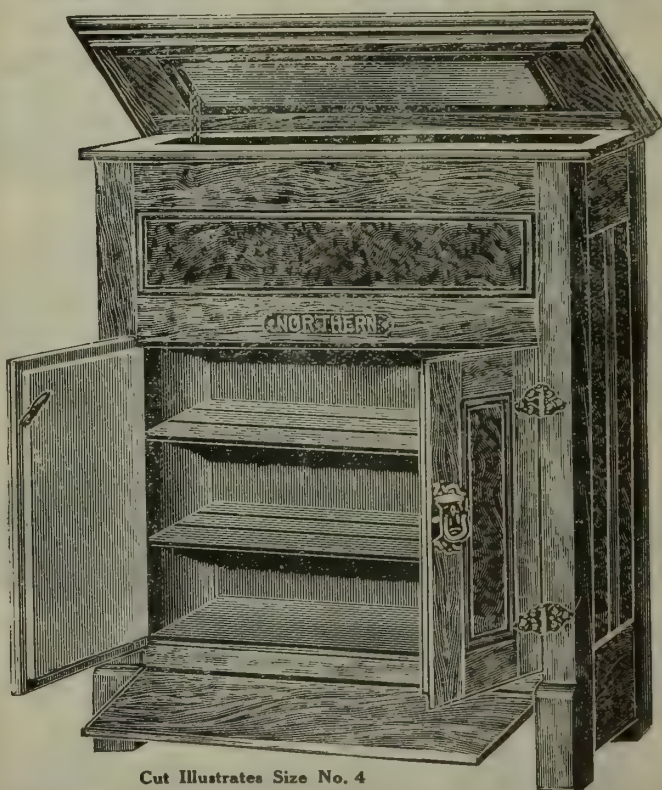
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Outside Dimensions	Long	Deep	High	} Double Doors
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Montreal and Winnipeg



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Goods.

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and
Waggons.

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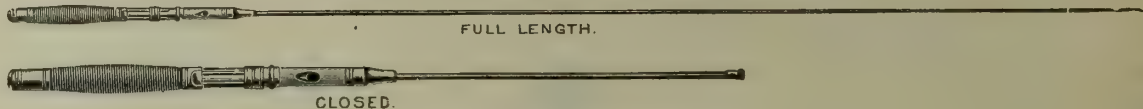
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Now is the time to lay in your stock of Fishing Tackle.
Before placing your order get prices on our "Telescope" and
"Jointed" Steel Rods and "Mohawk" Floating Minnow Cans.

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MODERATE IN PRICE.

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Length, 9 feet, 6 inches
Telescoped, 32 inches.

BASS RODS
Length, 10 feet
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Steel Fishing Rods
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Best Greenheart Rods
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Fishing Rods

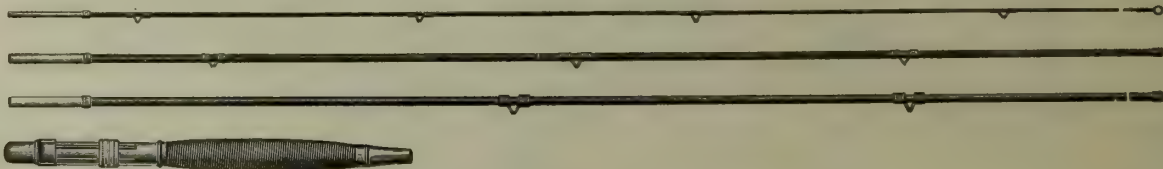


Floating "Mohawk" Minnow Cans
Made of Heavy Galvanized Iron
Size 10 Quarts.

SEE Our General Hardware Catalogue FOR

**Hooks, Reels
Rods, Lines**
and everything in
**FISHING
TACKLE**

GET AFTER THIS
BUSINESS, IT PAYS



JOINTED STEEL FISHING RODS

WE
SHIP PROMPTLY

ASK OUR TRAVELLERS ABOUT THIS LINE.

WE
SHIP PROMPTLY

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal

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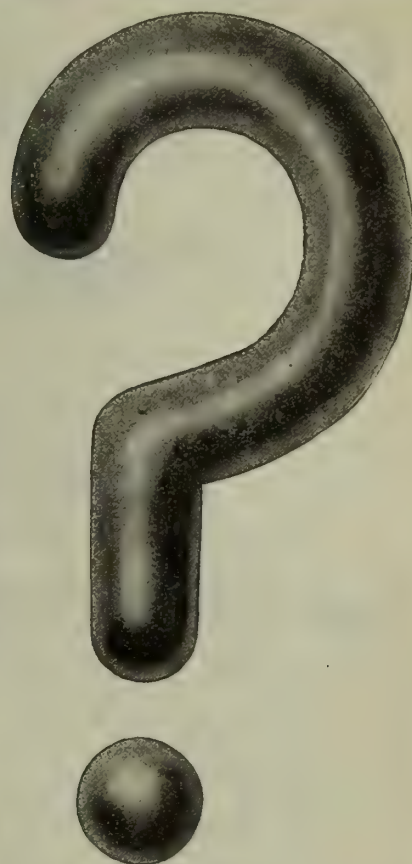
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Wheel-less
Casters**



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Anxious to Make
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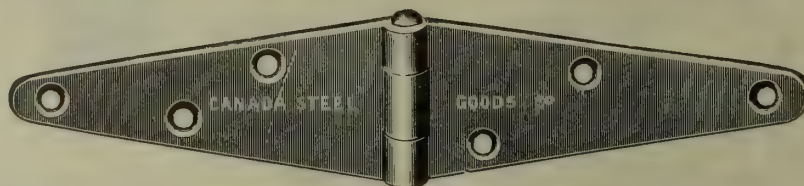
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SOLD BY ALL LEADING WHOLESALE HARDWARE HOUSES

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MANUFACTURERS, - HAMILTON, CANADA

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NO LABOR

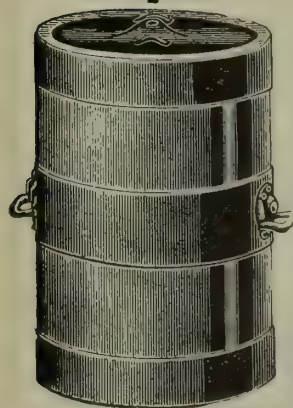
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When you handle the made-up milk can you have no trouble whatever.

The thing is done in a big, thorough way in a big, thorough factory and satisfaction is the result.

They are made with the famous "Samson" bottoms,— 22 or 24 gauge bodies, with or without centre bands.

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A Profitable Line

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The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

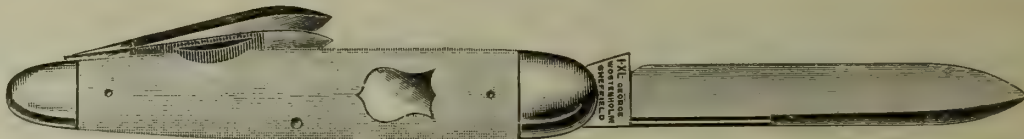
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The "Cuma" Cultivator



Length over all 18 inches

Nothing made like it for effective work. Cultivates thoroughly and cleans weeds out BY ROOT. Oil tempered steel prongs to stand hard usage. Attractively finished, and sells readily at sight. Sold by jobbing trade.

BAILEY-UNDERWOOD CO., Limited, New Glasgow, N. S.

NO COMPROMISE

There is no such thing as a "good enough" standard in the great Disston establishment—a thing is right or it is wrong. There can be no compromise

Followed for seventy years, this principle has built the Disston Enterprise from a one-man-shop to the greatest saw, file and tool industry in the world.

Even if we could not save you money in many ways, it would be to your best interests to associate yourself in a business way with such an organization.

But Disston saws do work marked economies for every user.

The Disston Saws will do more work with less exertion and hold their cutting edge longer than any other brand.

They save power in every mill that uses them.

More work goes into a Disston—more comes out of it.

HENRY DISSTON & SONS INCORPORATED

Keystone Saw, Tool, Steel & File Works,

::

::

PHILADELPHIA, U.S.A.

Easy
Running



Strongly
Built

HAVE
YOU
SEEN
THE

"Winner" Rotary Washer

(STYLE No. 2.)

It is a strong selling line you can handle most profitably. The main shaft runs on roller bearings, and the gearing is so simple it is not liable to get out of order. The inside being heavily corrugated, does quicker work. Attractively finished in natural wood. Stave leg idea insures a steady machine.

Write for details of this and our other popular lines of washers.

J. H. Connor & Son, Ltd., Ottawa

"Safe Lock"

and

"Canadian Monarch" Fences

We can fit you out with both a "staple" lock and a "wrapped" lock fence of all number Nine wire. No other one fence company in Canada is so situated and prepared to meet all requirements, and those who handle our two lines of fencing have as complete a variety as if buying from two or more firms.

Write us for particulars and agency for Fence, Gates, etc.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.

BRANDON

MAN.

Meeting the Competition of the World

THE article that enters the chief markets of the world, meeting all competition in its line, commanding the largest sale in every country where it is marketed, has accomplished something out of the ordinary. This is the brief history of the Bissell Sweeper.

In every foreign country, as well as at home, the BISSELL is the recognized leader, and while carpet sweepers are manufactured in Germany, France and England, the Bissell controls the bulk of the sweeper trade in these and all other countries, through sheer merit alone.

Thirty-four years of concentration and effort on this one product, supported by a selling policy that broadly considers the rights of the jobbers, retailers and consumers, rigidly enforcing price maintenance that insures a legitimate profit to both jobbers and retailers, has given the Bissell Sweeper a reputation that places it clearly beyond competition.

Write for our special Easter offer.

Bissell Carpet Sweeper Company

GRAND RAPIDS, MICHIGAN

(Largest and Only Exclusive Manufacturers of Carpet Sweepers in the World.)

Branches : New York (Eastern Office, Salesroom and Export Dept.), 25 Warren Street.
Niagara Falls, Canada Factory. Paris, France. London, England.

CHEER UP!

Cherry season brings brisk business to the dealer who shows

"Enterprise" Cherry Stoners

Make your stock complete *now*—foresight is better than hindsight. For a quarter of a century the demand has increased year by year for "Enterprise" Specialties—they are as staple as wire nails. You can't make a mistake by having "Enterprise" Cherry Stoners ready for the first woman who rushes in to get one while her cherries wait. You will surely make a mistake if you don't *stock up*. And while you are about it, see that you have also the "Enterprise" Fruit, Wine and Jelly Presses.

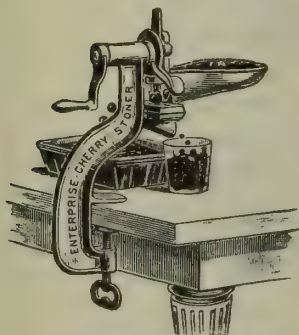
The Enterprise Manufacturing Company of Pa.

Philadelphia, U.S.A.

21 Murray Street, New York.

544 Van Ness Avenue, San Francisco

Also makers of the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons; Raisin and Grape Seeders; Self-Priming and Measuring Pumps; etc.



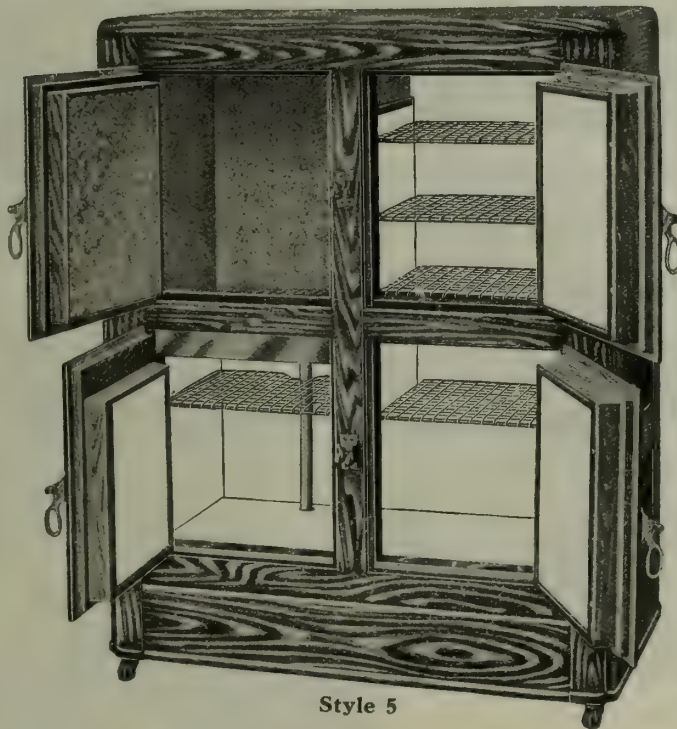
THE REFRIGERATOR BUSINESS

IS WORTH GOING AFTER IF —————

You handle the Leonard Cleanable line.

The season is now due.

Are you going to nail the business in your locality with the Leonard line, or are you going to let it slip out of your grasp with a cheaper refrigerator?



Porcelain lined
Case of oak

Heavy round
corners

Insulated with
polar felt

Twelve walls
Light, yet strong
Easily removed
for cleaning
Nickel-plated
locks and hinges

Doubtless you desire to handle a refrigerator that will bring you trade. The Leonard cleanable is the line—no objections—satisfaction on all sides.

Manufactured by
GRAND RAPIDS REFRIGERATOR COMPANY

SOLE AGENTS FOR CANADA

The McClary Manufacturing Co.

London
Montreal

Toronto
Winnipeg

Vancouver
Hamilton

St. John, N.B.
Calgary

The ENTERPRISE MONARCH Steel Range

Is one of the FINEST SPECIMENS of the Stove maker's art ever placed on the Canadian market.



It has so many special features, all its own, that we want every dealer to know about it.

Let us send you illustrated circulars with full description of the MONARCH as well as of the many other beautiful stoves we make.

SEE ITS SPECIAL FEATURES—

The Heat Economizer.

The Oven Door Thermometer and Aluminum Guide.

The Controller Damper.

The Wings on Closet.

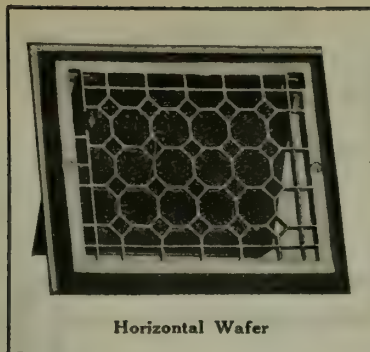
Towel Rod on Closet.

ENTERPRISE STOVES are made in one of the most modern and best equipped Stove Foundries in Canada.

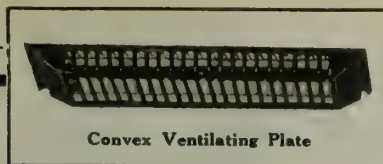
Our patterns are all new, most attractive in design, fine in finish and up-to-date in every way. Write for particulars, illustrations and prices. It will pay to do so.

THE ENTERPRISE FOUNDRY CO.,
SACKVILLE, N.B.

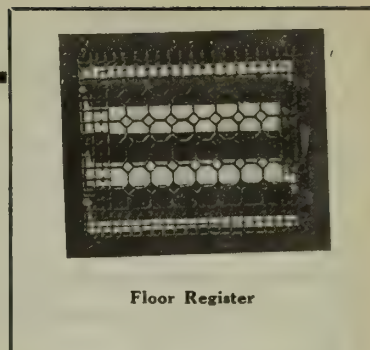
Distributing Warehouses: STEWART & CO., 122 Wellington St. West, Toronto Ont.
The Enterprise Hardware Co., Saskatoon, Sa.k.



Horizontal Wafer



Convex Ventilating Plate



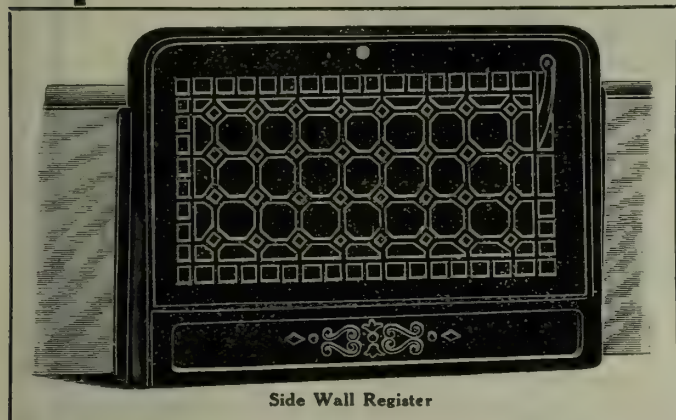
Floor Register

HEADQUARTERS

for

Floor and Sidewall Registers and Convex Reversible Wafers

This Empire Line is the most up-to-date line of registers made in Canada. In design, quality and finish they are not surpassed by any similar goods made anywhere in the world. Our "Empire Special" Convex Reversible Wafer is something entirely new that has made a great hit. Look for a full description in the next issue of Hardware and Metal.



Side Wall Register

Canadian Heating and Ventilating Co., Limited

Owen Sound - Ontario

Distributing Agencies { Canada Stove and Furniture Co., Montreal.
Christie Bros. Co., Ltd., cor. Henry and Park Sts.,
M. C. Drew & Son, Vancouver, B.C. [Winnipeg.



ARE YOU AFTER The Oil-Stove Business?

Now is the season—a little later and it will be gone.

The "Florence - Automatic" will more than satisfy you and your customers.

Hadn't you better sit down right now and order two or three?

Just place them in your window. Watch them go!

No. 2 high—Two powerful burners. And remember NOW is the season.

Oil reservoir holds one gallon.

Height, 30 in.; top, 16 x 25½ in.; weight, crated, 66 lbs.

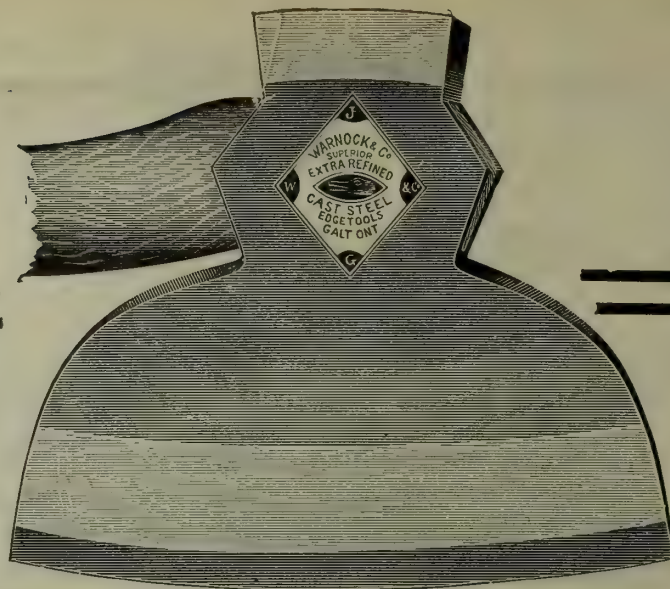
McCLARY'S

London
Montreal

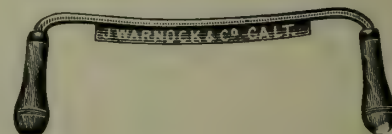
Toronto
Winnipeg

Vancouver
Hamilton

St. John, N.B.
Calgary



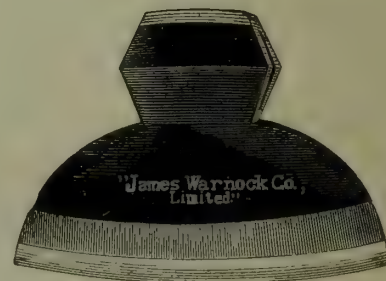
High Grade Carpenters' Tools of Genuine Sheffield Steel



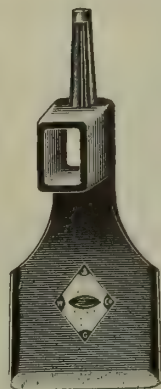
We are making the only line of Genuine Sheffield Steel Edge and Lumbering Tools produced in Canada. Our line of

**Bench Axes, Chisels,
Draw Knives
Striking Hammers**

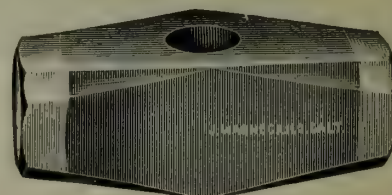
and other tools are perfect in quality and exceptionally well finished. They are sellers from the word "go" and give enduring satisfaction to the purchaser.



Sold By All Jobbers.



**Allan Hills Edge Tool
Company, Limited**
Galt, Ontario



Bell Brand

Horseshoes

TRADE

MARK



REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	-	BELLEVILLE
Toronto Bolt and Forging Company, Limited	- - -	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited	- - -	GANANOQUE
Brantford Screw Company, Limited	- - -	BRANTFORD

Head Office

TORONTO, ONTARIO

Here you are, Gentlemen

ATKINS Sterling SAWS

The Finest Manufacturers' Brand

Made for the best mechanics who are willing to pay a fair price for the best tools.



***We Help You
to Sell***

Send your order to your jobber. If he won't supply you, then write to us.

E. C. Atkins & Co., Inc.

Makers of Sterling Saws

Hamilton

Ontario

Don't Experiment

with unknown brands of Safety Razors.

Our

Forged Blade "Pioneer"

is the only Safety Razor made of doubly refined Sheffield Steel, and has held its place in the front rank for over 30 years by sheer merit. It will last for years and will cost your customers next to nothing for repairs. The result is that you earn your customers' goodwill, and get a reputation for handling only high-class goods.

Write for Catalogue and Prices

KAMPFE BROS., 8-12 READE STREET
NEW YORK

Canadian Representative: A. Roy MacDougall
42 Adelaide St. W., Toronto

BUTLER'S

FAMOUS

Sheffield Cutlery

AND

Electro-plate

CABINETS AND CASES OF CUTLERY AND PLATE
PRESENTATION OUTFITS—PRIZES FOR SPORTS.
SPOONS AND FORKS; FISH AND DESSERT SETS.
"BUTLER" was Reg'd a Trade Mark A.D. 1768

Their  Trade Mark was Reg'd A.D. 1681

Sole Makers of	REGISTERED	Butler's "KEEN" Razors,
		"Cavendish" Brand of Table Knives, Carvers and Plate.
HIGHEST AWARDS		SPECIAL MENTION

George Butler & Co.'s

LONDON SHOWROOM:

62 HOLBORN VIADUCT, E.C.

(OVER SNOW HILL STATION)

MANUFACTORY:

Trinity Works, SHEFFIELD, England

No. 55 Grade

List Price, \$55.00

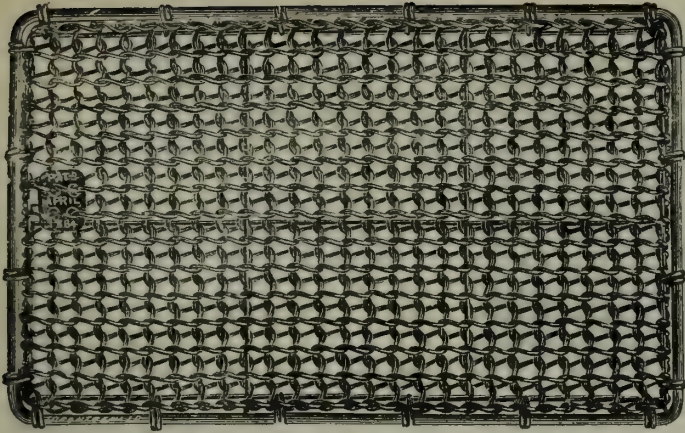


One of the Guns We Make in Canada

Mr. Dealer, you are authorized to guarantee a TOBIN superior value to any gun made. We are here to make your guarantee good. Our new catalog, showing line from \$250.00 to \$25.00, for asking.

Tobin Arms Manufacturing Company, Ltd.

Woodstock, Ontario



Strong Effective Reversible

A Line That Proves a Steady Seller the Seasons Round is

Greening's Simplex Door Mat

They are made of finest quality STEEL WIRE, drawn in our own mills, and are well bound and finished. You'll find this a very profitable line to handle!

Study our Catalogue carefully. You'll see many articles therein which your customers will require.

The B. Greening Wire Company

LIMITED

HAMILTON, Ont.

MONTREAL, Que.

Have you seen the New Silent Safety?

NOISELESS

**A BRAND NEW WASHER on a
BRAND NEW PRINCIPLE**

A machine without

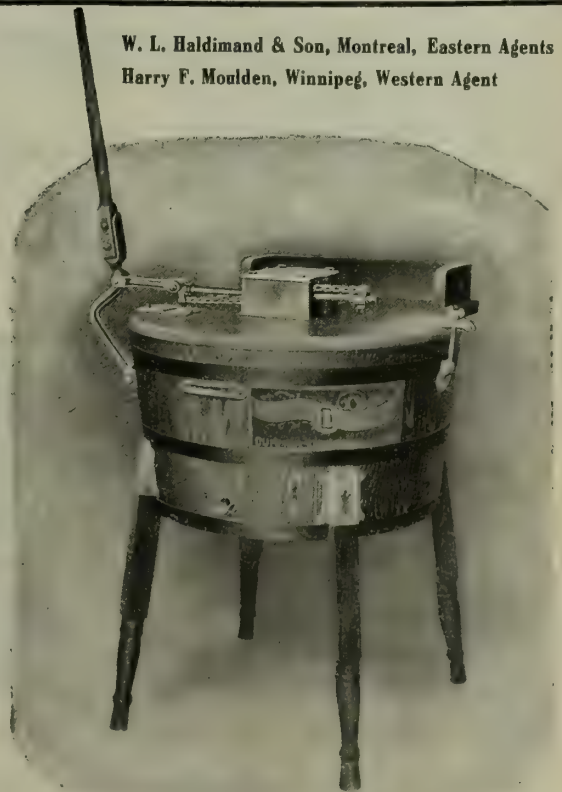
**FLY WHEELS GEARs COGS SPRINGS
RACKS or PITMANS.**

Patented Driving Mechanism on the Simple Principle of
Leverage, which
excels any Dolly
Type Machine.

Just a Novel

High Speed,
Heavy Fly Wheel
or Rotary for
**SILENT, EASY
RUNNING,** and it
needs no Flying
Start.

TRY IT OUT.



W. L. Haldimand & Son, Montreal, Eastern Agents
Harry F. Moulden, Winnipeg, Western Agent



CUMMER-DOWSWELL, Limited, Makers, HAMILTON, ONT.



Adds 50%
to the
appearance
of your
store—

and helps sell goods

Progressive merchants are beginning to realize the value of a handsome ceiling as an aid in selling goods. One of our PRESTON Metal Ceilings adds 50 per cent. to the appearance of a store. It assists materially in creating that air of up-to-dateness which is essential in influencing the mind of a prospective customer in favor of your goods. Your neat shelving and counters will appear to greater advantage; your silent salesman will be more effective; when you erect a PRESTON Metal Ceiling. Remember, a common ceiling *subtracts* from the up-to-date appearance of your store, whereas a PRESTON Metal Ceiling *adds* to it. In fact, a PRESTON Metal Ceiling would be a big advertisement for your store. It would be a great assistance to you in selling our metal ceilings, which are profitable for you to handle. Get our book of Colonial, Louis XIV and Gothic designs at once —also our prices, terms, etc.

Metal Shingle & Siding Co., Limited - Preston, Ont.

Branch Office and Factory: Montreal, Que.

PROSPECTS ARE BRIGHT

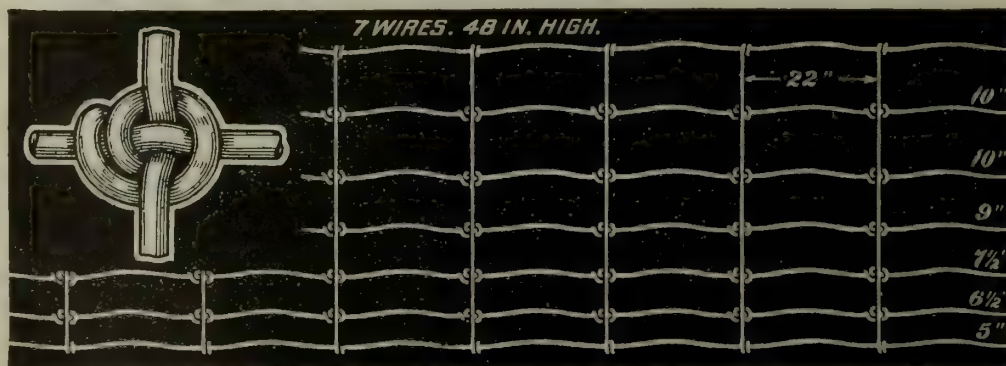
FOR A BIG TRADE IN

"Dominion Special" Field Fence,

"The Landmark of the Future."

YOU MUST STOCK IT TO INCREASE YOUR SALES IN WOVEN FIELD FENCE.

Order a "Mixed Carload" of "Dominion" Commodities, to include:



Barbed Wire,
Plain Wire,
Galvanized Wire,
Coiled Spring Wire,
Fence Staples,
Bright Wire Goods,



WIRE NAILS, WOOD SCREWS, Etc., Etc.

And of course **"Dominion Special" Field Fence.**

Dominion Wire Manufacturing Co., Limited, Montreal
Toronto

Keen Buyers

of Horse Clipping Machines

**BUY THE BEST MACHINES. IT'S MERELY
A MATTER OF BUSINESS—NOT SENTIMENT**

It really makes no difference to the hardware dealer where the machine was made. He is in business to sell **good** goods—goods that satisfy customers and bring more business. The merit of a machine lies in what it will do—how long it will last—and how much it costs.

ON THE STRENGTH OF ITS MERITS

Stewart Horse Clipping Machines

are being used by horse-owners and sold by dealers in every civilized country on the globe.

One concern pilfered the idea on our Stewart No. 1. Of course, it was rather a clumsy adaption, but it was visible acknowledgment of Stewart superiority. The "counterfeit" machine resembles the Stewart in appearance—but the similarity ends right there. They couldn't steal the manufacturing process, because it may be imitated, but it is **not** equaled. Again, the Stewart has gears made of cut steel made file hard—not mere cast steel.

We fit the Stewart No. 1 with plenty of high grade flexible shaft and equip it with the famous Stewart tension one-nut clipping knife. We guarantee it to please the user better than any other machine made, or it can be returned to us at our expense and money will be refunded.

Send for details of our plan which helps dealers sell more horse clipping machines and which includes individual advertising.

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Avenue, CHICAGO



Armstrong Ratchets

The Best and Most Complete Line Made
Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.

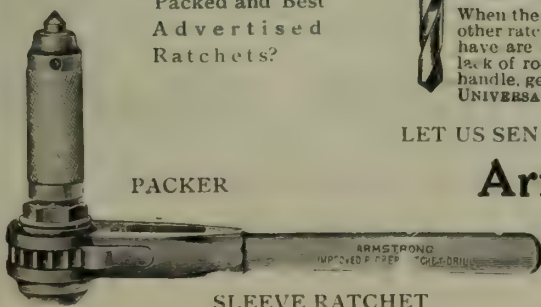


SHORT RATCHET
For Morse Taper.

UNIVERSAL RATCHET

DEALERS!

Do you want the
Best Made, Best
Packed and Best
Advertised
Ratchets?



PACKER

SLEEVE RATCHET

Each Ratchet
is packed in a
Cardboard Box.



Two inches of motion at end of
handle, IN ANY DIRECTION,
will drive the Drill.

Patented Nov. 8, 1898,
Sept. 29, 1900.

When the
other ratchets you
have are useless for
lack of room to move the
handle, get an "ARMSTRONG
UNIVERSAL" and it will do the job.

LET US SEND YOU A CATALOG

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.



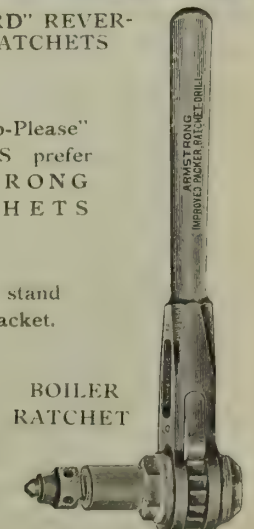
OUR NEW LINE



"STANDARD" REVER-
SIBLE RATCHETS

"Hard-to-Please"
USERS prefer
ARMSTRONG
RATCHETS

They stand
the racket.



BOILER
RATCHET

COPPER

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.

THEOP. TRUDEAU, Carriage Maker

MONTREAL, January 21st, 1909

MESSRS. J. W. HARRIS Mfg. Co., Ltd.,
City.

GENTLEMEN:-

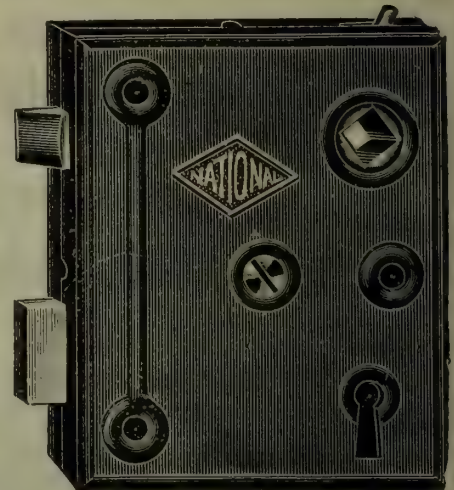
In answer to yours received this morning, concerning the "J. W. Harris Rotary Ventilator," which I bought from you in September, 1907, and placed on my stable, I beg to state that it has given perfect satisfaction.

Yours truly,

THEOP. TRUDEAU,
266 Visitation Street

Made by

The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal



When you are requiring

Steel Rim Locks

Insist on having the

NATIONAL BRAND

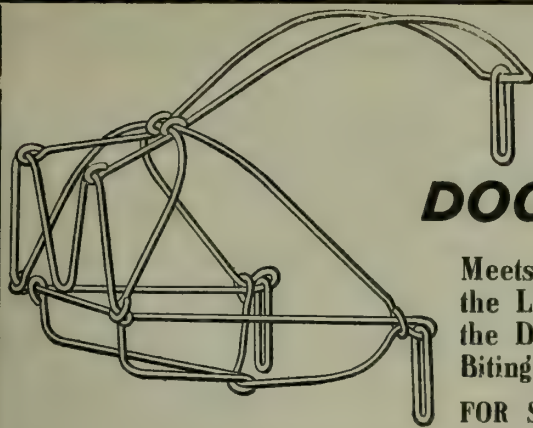
They are best, strongest and most durable

NATIONAL HARDWARE CO., Limited

ORILLIA

ONTARIO

CANADA



OUR IMPROVED
**"HUMANE"
 DOG MUZZLE**

Meets all the Requirements of the Law. Light and Easy on the Dog. Readily Adjusted. Biting an Impossibility.

FOR SALE BY ALL JOBBERS

Manufactured by

The Canada Wire Goods Mfg. Co.
HAMILTON



PAGE FENCES AND GATES

Styles for all uses—lawns, parks, farms, railways. All heights. Cost less to erect and give better service. Our nearest place will quote you 1910 prices and send you Free Illustrated Booklet. Please ask for it now.

14,000 Miles of Page Fence in use in Canada
73,000 Page Gates in use in Canada
 OUR 1910 GATES HAVE GALVANIZED FRAMES

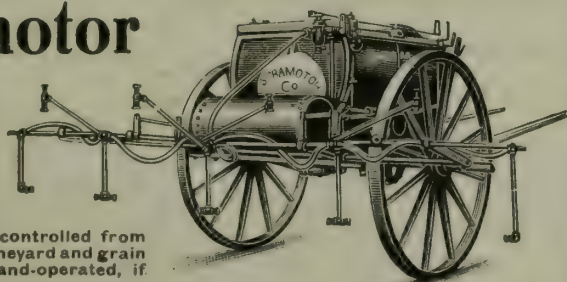
Largest Canadian Makers of Fences and Gates

500 **THE PAGE WIRE FENCE CO., LIMITED**
 WALKERVILLE TORONTO MONTREAL ST. JOHN WINNIPEG VICTORIA

"PAGE FENCES WEAR BEST"

The Spramotor

shown herewith, will rid an acre of Potatoes of Blight and Bugs in 20 minutes. The only aid required is a horse. What do you think of THAT? Has non-clogging nozzles, 12-gallon air tank, 125 lbs. pressure guaranteed with 12 nozzles open. Agitator, clean out, and pressure relief into tank, and nozzle protector, controlled from seat. Can be fitted for orchard, vineyard and grain crops. For 1 or 2 horses, or hand-operated, if preferred. Write for free booklet.



R. D. HEARD

1383 King Street

LONDON

Oakey's

The original and only Genuine Preparation for Cleaning Cutlery. 8d. and 1s. Canisters

**'WELLINGTON'
 KNIFE POLISH**

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

**THE
 WHITE
 MOP
 WRINGER
 COMPANY**

offers the **Largest Line of Mop Wringers** in the World. Latest improvements. Up-to-date.
Satisfaction Guaranteed

The Best Mop Wringer
 Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue.

MADE IN CANADA
**WHITE MOP
 WRINGER CO.**
 Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively

**THIS
 TRADE MARK
 INSURES
 GENUINENESS
 ORIGINALITY
 PERFECTION
 SATISFACTION**

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

F. N. BURT COMPANY, Limited
TORONTO

Counter Check Books

"GET THE BEST"

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital St. - - - - Birmingham

MANUFACTURERS' AGENTS.


J. M. KAINS & CO.

MANUFACTURERS' AGENT

83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware
Specialty. Highest References.

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S
SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webusch & Hilger, Limited, special New York
Representatives, 108-110 Lafayette Street

Try a business card in
Hardware and Metal.

T. W. HEMPHILL & CO.,

Manufacturers' Agents

Building Supplies and Building Hardware
831 Powell St. VANCOUVER, B.C.
Correspondence Solicited. Highest References

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings,
Axle Nuts, etc., etc.

Manufactured by

P. KYLE, Merrickville, Ontario

Catalogue furnished on application

We have competent Salesmen.
Best Facilities for Distributing and Storing

M. B. ANTHONY & CO.

MANUFACTURERS' AGENTS

503 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser
"Perfection" Fire Extinguishers

There's good money in them for hardware dealers.
Write for Prices.

The Anti-Splash Filter Co.

OWEN SOUND - - - ONTARIO

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manu-
facturers' Agents. Cars Distributed, Warehoused
and Forwarded. Warehouse on Trans-
fer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOMPSON & GUNN

333 Gore Avenue, VANCOUVER, B.C.

Famous "RELIANCE" Hot Water BOILERS
and "IDEAL" Hot Air FURNACES

MODERN "ALASKA" STEEL RANGES

Cooking and Heating Stoves

WRITE FOR PRICES

FLOOR TILING.

THE NEW PAVING

Semincoatic-Reg'd No. 316749

Beautiful Strawberry Red color, washes clean every
time. A Semincoatic floor is a perpetual pleasure. In
strips, squares, hexagons, octagons, etc.

1/6 yd. super THE PRICE 1/6 yd. super
Agencies Invited

BROMYARD TILERIES LTD. - BROMYARD, ENGLAND.

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Gourock Ropework Export Co., Limited
(of Scotland)

Montreal. 28-30 St. Peter St.

Winnipeg; 132-134 Portage Ave., East

P. R. CUMMING

Manufacturers' Agent

Hardware, Hardware Specialties
Housefurnishings Woodenware, Etc.

Car Shipments a Specialty

Correspondence Solicited

347 Pender St. W. - VANCOUVER, B.C.

METAL PRODUCTS.

Established 1880

NEITHER FICTITIOUS NOR EXORBITANT

ORDER AND USE

LANGWELL'S BABBITT

GEORGE LANGWELL & SON, Makers, MONTREAL

The Condensed Ads. in Hard-
ware and Metal bring results

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.

NAILS.

JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire Box Nails, "ACME" Galvan-
ized Wire Nails, also "STANDARD" Toe
Calks—Blunt and Sharp } Best in
Horse Nails, Etc. } Canada

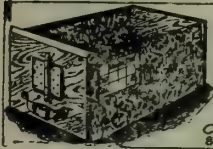
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
Bifurcated and Tubular Rivets, Wire Nails,
Copper and Steel Boat and Canoe Nails,
Escutcheon Plates, Leather Shoe and Overshoe
Buckles, Fellow Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold !



The most attractive, most dur-
able and most serviceable shelf
box on the market is the
**BENNETT STEEL
HARDWARE SHELF BOX**
Saves 20% Shelf Room
over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
83 Richmond St. W. Toronto

SHELF BRACKETS.

Will Hold Up a Shelf

That's what a shelf bracket's for.
For this purpose there can be
**NOTHING BETTER, NOTHING
CHEAPER** than the **BRADLEY STEEL
BRACKET**. It is well Japanned, Strong and
Light. The saving on freight is a good profit
aside from the lower price at which the goods
are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

FEED COOKERS

MAKE MORE MONEY

Put in a stock of

FEED COOKERS

We make all sizes

JAMES & REID

PERTH, ONT.

for catalogue and prices

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits,
vegetables, disinfectants.

SEND FOR CATALOGUE AND PRICE LIST
COLLINS & FG. CO. TORONTO

SOLDER

TINKERS' SOLDER

Bars to the lb. Our Phone No. is Main 1729

We will be pleased to quote you.

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop
Iron, Transfers, "Decalcomaine,"
Lithographed Metal Signs and Boxes.

TOOLS.



**Make
ONE POUND
of TOOL STEEL
EQUAL 10 LBS.
in FORGED tools.**

Write for Catalog.

TOOL HOLDERS

For LATHES and PLANERS

All kinds—All sizes.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave.
CHICAGO, U.S.A.



VENTILATORS.



Ventilators and Chimney Cowl
My patent rotary ventilator is
backed by a guarantee. It is the
best ventilator on the market. Write
for particulars, handsome booklets
of testimonials and information
mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO
Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL



HERCULES

Sash Cord

Buy the Best.

Str Brand Cotton Rope

Star Brand Cotton Cloths Lines

Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on
Wire Fences



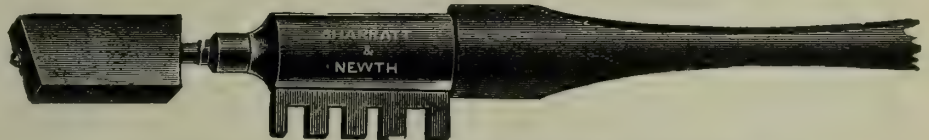
FENCE HOOK

**WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE.
OILED and ANNEALED, CLOTHES
LINE WIRE, STAPLES, etc.**

The Western Wire and Nail Co., Limited, - London, Ont

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass
Works

Are you interested in any of the lines that are advertised ?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

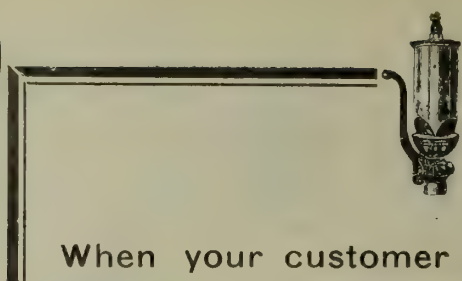
The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

**PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS**

Works: Don Speedway, also Victoria St.,

TORONTO



When your customer asks for **PLUMBING GOODS**
or may enquire for **STEAM GOODS**

J.M.T. Valves



They Last

Be prepared to offer him
the best, a line that is
known for durable and
efficient service.

Impress him with the fact that an
article for use under steam or
water pressure is liable to give
trouble and annoyance if quality
is not considered.

J.M.T. Specialties and MORRISON SUPPLIES are fully Guaranteed.

The James Morrison Brass Mfg. Co., Limited, 93-97 Adelaide St. West
TORONTO

MADE IN ENGLAND

TERRY'S (PATENT) STEEL SPRING EXERCISERS and DEVELOPERS

Made in hundreds of sizes and strengths



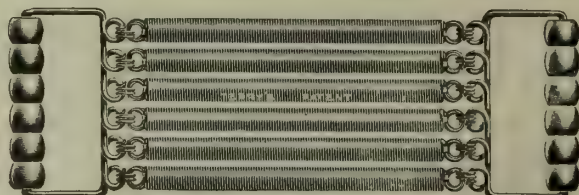
TERRY'S PATENT

No. 91. SINGLE CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade Prices	17/6	22/-	24/-	25/6	36/-	37/6	48/-	60/- per doz.

GOOD PROFITS

Send for 20/- parcel.



No. 92D. 6 STRAND CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade Prices	116/-	122/-	128/-	146/-	150/-	156/-	174/-	200/- per doz.

Fitted with detachable springs, as illustrated.

SEND FOR TRADE LISTS. Hundreds of lines that sell.

HERBERT TERRY & SONS (Box 100)

The Spring Specialists

REDDITCH, ENGLAND

Mention Paper



Mistakes? Oh, yes!
We make them, but we
try very hard not to
make the same mistake
twice. You may have
been offering your cus-
tomers another make
of pumps and we sug-
gest that you get right
by adopting

**MCDUGALL
PUMPS**

which are Standard Pumps, and you will
prevent that repetition of mistake.

Our Catalogue Explains.

The R. McDOUGALL CO.
Galt, Canada
LIMITED

WHY GENASCO IS EASY TO SELL

Genasco has the right foundation. It is made of Trinidad Lake asphalt—the greatest waterproofer known, for nature has never been beaten at waterproofing.

The countless imitations made of manufactured or artificial waterproofer soon show they cannot stand the test. They are fast being found out. That makes customers cling more firmly to

Genasco Ready Roofing

—the roofing made of genuine natural asphalt that they all know about and rely upon.

They want Genasco for its high quality and long wear. That is one thing that makes selling so easy.

Another: Our continued, vigorous and attractive campaign of national advertising educates, urges and compels them to act.

And our strong backing for every Genasco dealer combines to produce a mighty selling force that increases his sales and adds to his profits.

Write us now for full information and hearty co-operation.



THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest
manufacturers of ready roofing in the world

PHILADELPHIA

NEW YORK

SAN FRANCISCO

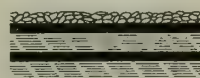
CHICAGO

Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont.

D. H. Howden & Co., Limited, 200 York Street, London, Ont.

Mineral or smooth surface Genasco Roofings

Cross-section; Genasco Stone-surface Roofing



Gravel
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt

"Brantford" "Roofing"

FREE
A Series of Retail Ads

We have had a series of roofing advertisements prepared at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads. are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing," it's time you were. Better write for our proposition.

BRANTFORD ROOFING CO., Limited

Winnipeg Agents: General Supply Co. of Canada, Limited, Market and Louise Sts.

::

BRANTFORD, CANADA

Montreal Branch: 300 St. James St., Montreal, Que.



The Moorish Sidewall Register.

The Bull's Eye of Perfection

REGISTERS, FACES, BORDERS

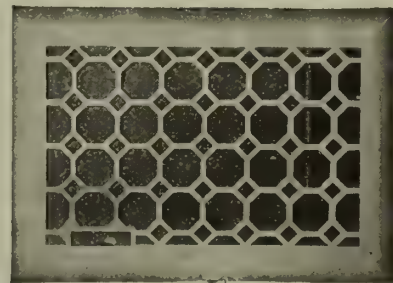
"Made in Canada" Our new plant
is in full working order making
all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company

Bridgeburg

Ontario



The New Convex Reversible Wafer

MADE IN CANADA

"Superfine Linen Record"

There is no feature of advertising that pays so well as a Ledger made from a good paper.

"Superfine Linen Record" is a first-class ledger paper

Made by

THE ROLLAND PAPER COMPANY, LIMITED
MONTREAL, CANADA

SAMPLES SENT ON REQUEST



WHILE

you're talking about the "GALT" Shingle, don't forget its twin brother

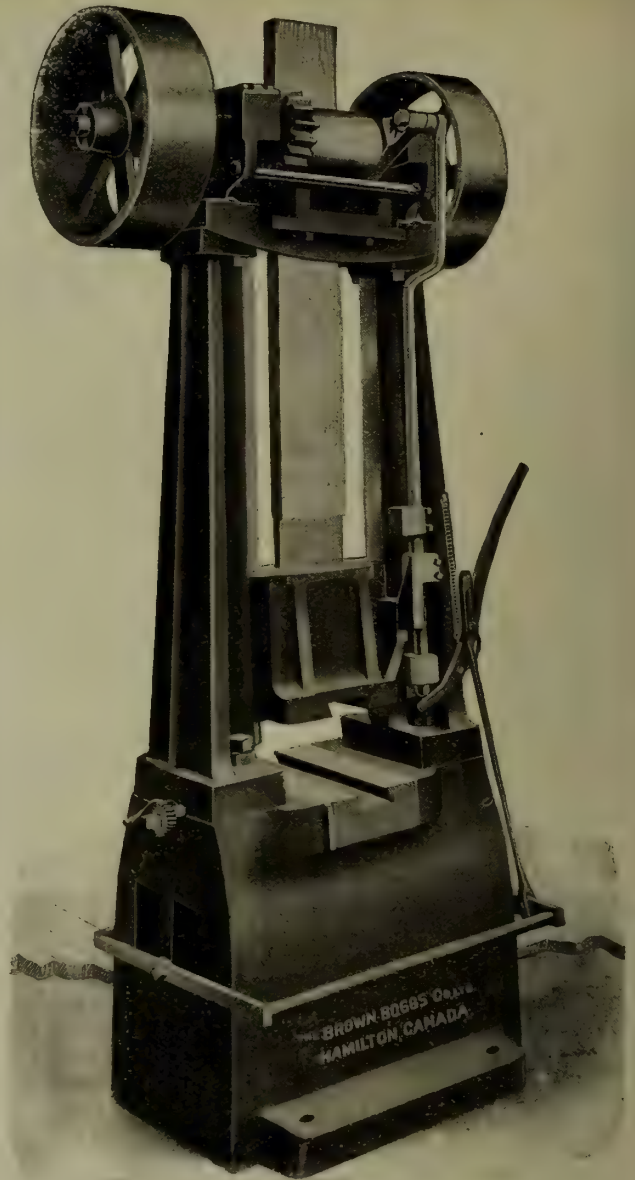
"Galt" Corrugated Iron

WE are using nothing but Lysaght's Radcliffe brand. In the form of "Galt" Corrugated Sheets you get this famous English Iron at the cost of the ordinary kinds.

Pressed sheets, guaranteed free from buckles, irregular corrugations and chipped galvanizing. Extensive line of accessories, corrugated eave flashing, hip cap, ridge cover, etc.

If you are not now sending your corrugated iron orders this way, give us a trial. Special proposition for carload purchasers.

The Galt Art Metal Co., Limited, Galt, Ontario
WINNIPEG :: DUNN BROS.



The Friction Roll Drop

is More Accurate
Easier Controlled
Quicker to Adjust
More Efficient

Ask for further Particulars

The Brown-Boggs Co., Ltd.

Hamilton, Canada

Tinsmiths' Tools, Presses, Etc.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

BUSINESS CHANCES

FOR SALE—Hardware and stove business; \$5,000. Nice clean stock. Store for sale or rent. In town of 1500 inhabitants. Three railways. Box 2, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg, Man. (16)

FOR SALE—Hardware and tin business, established over 50 years, now in fine running form. Turnover has exceeded \$50,000. A fortune maker. Probably \$15,000 stock. Suitable for two good men. Apply Box 967, **HARDWARE AND METAL**, Toronto. (14)

FOR SALE—General hardware and stove business in Ontario. Good farming district; two railways; stock and fixtures about \$4,500. Good reason for selling. Will sell at 80c. on dollar cash. Box 957, **HARDWARE AND METAL**, Toronto. (16)

FOR SALE—Up-to-date hardware, furniture and undertaking business for sale in new Western town, two years old. 1908 turnover \$14,000, 1909 turnover \$32,000. Ill health reason for selling. Box 10, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg. (101f)

LIVE HARDWARE BUSINESS for sale in progressive city of British Columbia, centre of unequalled fruit raising, farming, mining and lumbering country. C.P.R. divisional point with monthly railway and lumbering payrolls of \$215,000. Stock \$10,000, turnover, 1909, \$38,000. Excellent opportunity for hardware man after Al investment. Good reasons for selling. Box 971 **HARDWARE AND METAL**, Toronto. (14)

ARTICLES FOR SALE

SET OF TINSHOP TOOLS FOR SALE, including 8-foot brake. A bargain for quick sale. Box 969, **HARDWARE AND METAL**, Toronto. (14)

BUSINESS FOR SALE

HARDWARE BUSINESS FOR SALE in Toronto, carrying stock about \$1,000. Good opportunity for developing bicycle repair business. Right place for right man. Box 968, **HARDWARE AND METAL**, Toronto. (14)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

Account-keeping staff in itself—doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge Street, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

A BOON TO EVERY HARDWAREMAN—A perfectly reliable fountain pen is to be found in the Beumel "Rival" Pen. Easy to fill, non-leakable, and writes with exceptional smoothness. Gold nibs of thickness to suit every style of handwriting. Guaranteed in every respect. Sold by all stationers. A. R. MacDougall & Company, Canadian Agents, Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (1f)

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (1f)

DOES YOUR FIRE INSURANCE POLICY protect you? There are points in connection with fire insurance policies that need expert handling to secure proper protection. We are fire insurance experts. We can safeguard your interests and procure the lowest rates. Mitchell & Ryerson, Confederation Life Building, Toronto. (1f)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J," which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this Continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont. (1f)

ERRORS AVOIDED, LABOR SAVED Using the Shouperior Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (1f)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FREE TEST—Prove our claim that "Klear Copy" Carbon gives the best, clearest, unsmudged copies of all typed matter at our expense. Send for sample package "K," free. Peerless Carbon and Ribbon Mfg. Co. of Canada, Limited, 180 Richmond St. West, Toronto. (1f)

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (1f)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (1f)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (1f)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (1f)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcore Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (1f)

WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (1f)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (1f)

YOU need the best possible protection from fire! If your valuables are in one of our Safes you can rest at ease; no fire too hot for them to withstand. Vaults and Safes to meet every possible requirement. Write for catalogue "S." Goldie & McCulloch Co., Ltd., Galt, Ont.

\$75 BUYS BEST DUPLICATING MACHINE. ACME prints anything a job printer can. Complete outfit: Acme Machine, stand with type cases, drawer for accessories, 20 lb. typewriter type, chase, Acme ribbon to match typewriter, pair tweezers, quills, key, set of registers. Guaranteed. Acme Duplicator Co., Baltimore, Md., U.S.A. (1f)

SITUATIONS VACANT

EXPERIENCED HARDWARE CLERK WANTED. Must be good salesman and stock keeper. State experience and give references. J. A. Gilhuly Arden, Manitoba. (15)

HARDWARE CLERK wanted at once. Must be good salesman and stock-keeper. State age, experience and salary expected. J. S. Moir, Arrprior, Ontario. (14)

HARDWARE CLERK WANTED—Must be thoroughly posted in shelf and heavy hardware. Steady job to good man, but don't waste postage unless thoroughly competent. State when and where last employed and wages wanted. Send references and state when could come. F. Y. W. Brathwaite, Blind River, Ont. (14)

SUPERINTENDENT for stove foundry. Enquiries solicited in confidence from those with superintendent's or foreman's experience or from a store man with practical experience. Box 972, **HARDWARE AND METAL**, Toronto. (14)

TINSMITHS WANTED—For cities and towns in Western Provinces. Must be acquainted with Sunshine Furnace and McClary's wares. Give experience, name of present employer and references. Apply in handwriting to McClary's, Winnipeg. (16)

WANTED—At once, experienced hardware clerk. Must be a good salesman and stock-keeper. Apply, stating experience and salary expected. Give references. G. H. Clark & Co., Niagara Falls, Ont. (14)

WANTED—A hardware clerk. Apply McMillan Bros., Guelph. (14)

WANTED—First-class tinsmith. A steady job the year round for right man. The Oxbow Hardware Co., Oxbow, Sask. (17)

WANTED—Experienced traveler for eastern Ontario. Must know how to figure warm air, hot water and steam heating. Apply by letter, Pease Foundry Co., Ltd., Toronto. (14)

WANTED—Experienced traveler for hot water steam heating and plumbing supplies. Must be able to figure and draw up heating plans. Apply, stating salary and experience, to Manager The Gurney Standard Metal Co., Calgary, Alta. (16)

SITUATIONS WANTED

ENGLISHMAN desires position as traveler for wholesale supply house in Canada. Experienced in engineers' tools, supplies, transmission, steam goods, etc. Knowledge Argentine export market. Excellent references. "H." care **HARDWARE AND METAL**, 88 Fleet St., E.C., London, Eng. (15)

SMART, energetic traveler, with 6 years' experience calling on Ontario hardware, implement and lumber trades, desires position with reliable firm. Box 955, **HARDWARE AND METAL**, Toronto. (19)

SITUATION WANTED in western city, Edmonton preferred, by young man with four years' good experience. At references. Box 976, **HARDWARE AND METAL**, Toronto. (16)

DOMINION TRACKS ARE GROWING

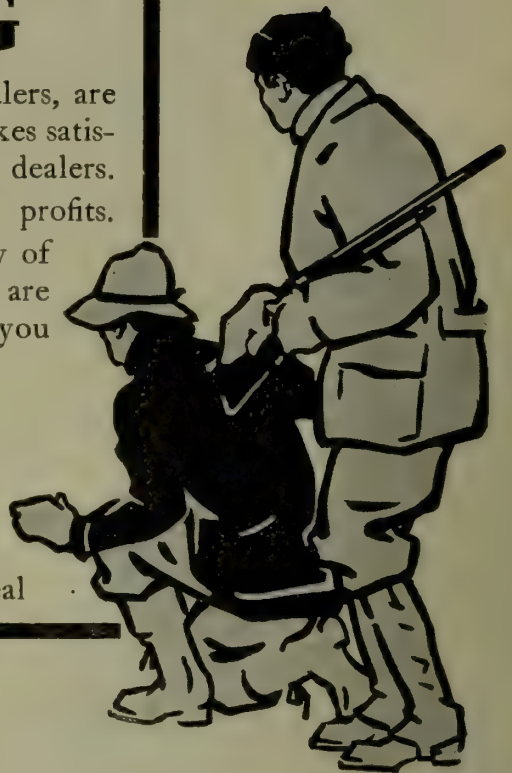
The tracks of satisfied customers seeking dealers, are well defined. Dominion Ammunition makes satisfied customers quick, and continued profits for dealers.

Are you one of the many making these profits.

The enormously increasing sales tell the story of popularity and merit. This shows what we are doing to co-operate with the retailer. Will you join the procession?

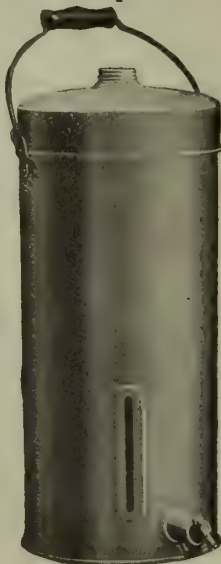
Dominion
IMPROVED & PROVED
Ammunition

A new box free for every misfire of present product
Dominion Cartridge Company Ltd., Montreal



KEMP'S DAIRY SUPPLIES

are Popular Sellers Everywhere

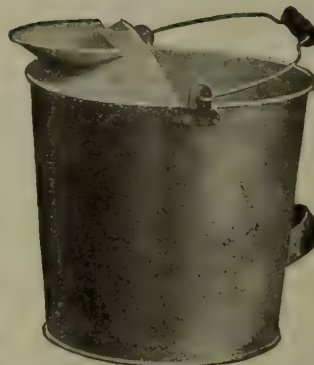


Creamery Cans

with deep cover and strainer.

Supplied with Fast Key unless ordered otherwise.

No.	-	-	5	-	-	15
Inches	-	-	8½	-	-	8½
Quarts	-	-	12	-	-	20



Milk Strainer Pails

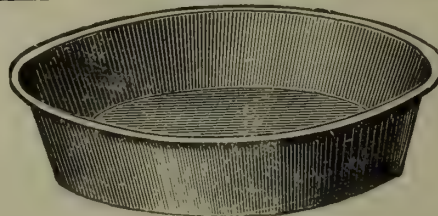
1.X. Dairy

Quarts	-	-	-	-	16
Case Lots, dozen	-	-	-	-	1

Milk Pans

Plain or Retinned

Made in all standard sizes from ¼-quart to 12-quart.



**PROMPT SHIPMENT
GUARANTEED**

**PRICES ON
APPLICATION**

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS, TORONTO, CANADA

THE KEMP MFG. & METAL CO., Limited
111 Lombard St., WINNIPEG, Man.

THE KEMP MFG. CO., of Montreal
39 St. Antoine Street, MONTREAL, Que.

Peterboro to get Retail Hardware Convention in 1911

Invitations From Toronto, Guelph, Niagara Falls and Peterboro — Executive Selects Latter City and Decides to Admit Hardwaremen in Other Provinces as Members—Meeting place Centrally Located and Well Equipped for Convention and Exhibition.

The meeting of the executive committee of the Ontario Retail Hardware and Stove Dealers' Association at Toronto on Good Friday was called to order at 11 a.m. by President Cinnamon, every member being present as follows: D. Cinnamon, Lindsay, president; R. C. Chown, Belleville, 1st vice-president; M. S. Madole, Napanee, 2nd vice-president; John Caslor, Toronto, treasurer; W. J. Bell, Beeton, H. Oecomore, Guelph, W. A. Rankin, Ottawa, W. F. Macpherson, Prescott, R. H. Blackmore, St. Thomas, C. W. Conn, Tillsonburg, executive committee, and Weston Wrigley, secretary.

A deputation of Aldermen Duffus and Phelan, and H. P. Morgan, of the Peterboro Hardware Co., were present and on motion they were given a hearing. Ald. Duffus said the city council had taken the matter up and wanted the convention to be held at Peterboro. The city was centrally located and had splendid facilities for the convention, there being six good hotels with accommodation for about seven hundred delegates. The armories would probably be available for the exhibition hall, it being 100 x 200 feet in size. Meetings could be held in a large room in the armories or in the adjoining Assembly Hall. Or as an alternative they had the market hall 57 x 125 feet, with a new hall alongside seating 500 people. The city would supply the halls free and try to make the convention a success. Ald. Phelan endorsed what Ald. Duffus had said and stated that conventions had been held at Peterboro with over 800 delegates present. Mr. Morgan said he was authorized to extend an invitation on behalf of the hardware manufacturers of Peterboro.

After the deputation had retired invitations were announced from Toronto city council offering the free use of Massey Hall basement, 72x115 feet, from Guelph city council offering the free use of the Winter Fair building for exhibition purposes and the adjoining City Hall for convention meetings, and from Niagara Falls city council stating that the City Hall was available, but no suitable place could be had for the exhibition. An armory is to be built this year, however, and the city would be in a better position to invite the convention to meet there in 1912.

Speaking for Guelph, H. Oecomore said the Royal City would like to have the 1911 convention, but if Peterboro was chosen Guelph would renew its invitation for the 1912 convention and would then be better equipped as regards hotel accommodation.

On motion, Peterboro's invitation was accepted and the dates for the conven-

tion named as Feb. 21-22-23 and 24, 1911. Acknowledgments will be sent to the other cities.

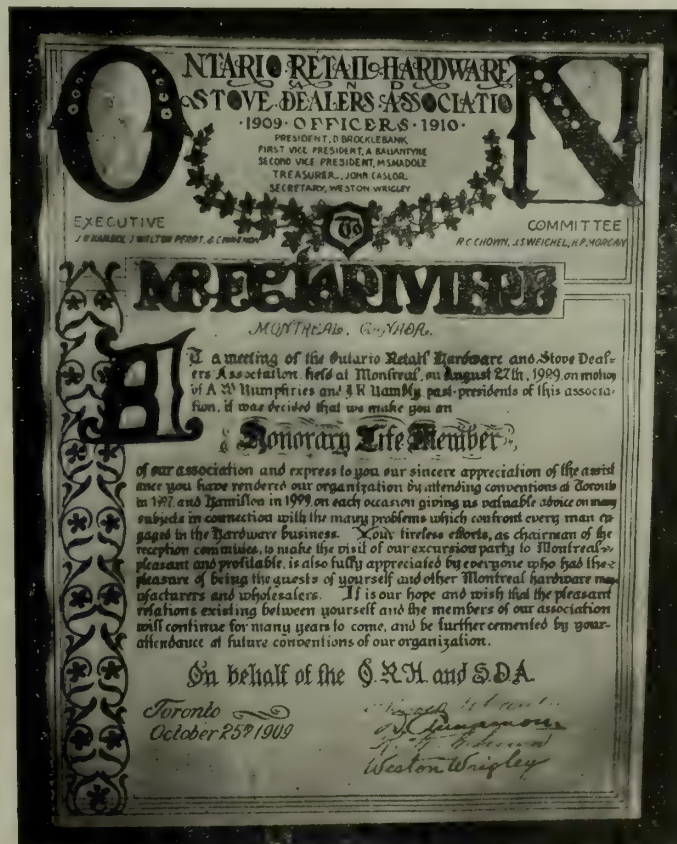
The offer of the Gillette Safety Razor Co. to supply the badge for the 1911 convention was accepted unanimously.

Secretary's Report.

The secretary's report was then taken up for discussion and he was authorized to circularize the trade in the province on association matters and to correspond with the 70 travelers who are associate

vention allowing hardware or stove merchants to joint the Ontario Association on the same terms and with the same privileges as Ontario hardwaremen. It is hoped that any who join from other provinces will form the nucleus for associations in their own provinces and that ultimately a Dominion Association will be formed to be prepared to battle for the trade interests on such matters as parcels post legislation, etc.

Messrs. R. C. Chown, W. J. Bell and H. Oecomore were appointed as a com-



Reduced Photograph of Illuminated Address (in frame), presented to F. C. Lariviere, Montreal, at the Recent London Convention.

members in the association. Power was also given to the secretary to arrange with travelers, etc., to enroll members.

It was also decided that two suitcases be offered as prizes to the member and traveler enrolling the largest number of retailers as new members, six to be the minimum and the contest to close Saturday, Feb. 18, 1911, in order that a report be made at the executive meeting before the convention.

Extending the Membership.

A motion was carried that the constitution be amended at the next con-

mittee to consider plans for extending the membership.

On motion it was decided that the executive recommend that the constitution be amended at the next convention that the membership year end after each convention instead of on Feb. 28.

The committee adjourned at 1 o'clock and met again at 2 p.m.

Afternoon Session.

Correspondence was read from F. C. Lariviere, Montreal; the Lufkin Rule Co., Windsor, and Brandram-Henderson,

Limited, Montreal, and the secretary instructed as to what action be taken.

Subscriptions were renewed for the National Hardware Bulletin to keep the members of the executive advised as to what the associations in the United States are doing.

Arrangements were made regarding bonds for the secretary and treasurer, and the purchase of equipment for the secretary's office was authorized.

the Legislature, either by a government or private member.

Adjusting Freight Claims.

The advisability of establishing a freight claims department was referred to a joint committee of the association. A freight bureau commission has been created by the Pacific Northwest association, the duty of which it will be to audit the freight bills of all members and guard against overcharges of all kinds. This work will be done under the supervision of the secretary of the association, who is authorized to employ an assistant. The association will retain 33 1-3 per cent. of all overcharges received from corrected freight bills and 10 per cent. of all claims collected, as its fee for the work. Members of the association will turn over all of their freight bills to the secretary for auditing. Shippers of goods are also asked to weigh and classify all shipments. There are bound to be small leakages in every business but possibly none is so bothersome to the country retailer as the money he pays to the railroad companies because of overcharges on his freight bills. Carelessness of railroad clerks in weighing shipments, marking classifications of goods and the charging of improper rates are evils that every dealer has dealt with time and time again.

tion addressed the committee and urged that something be done to unify the work of the two associations so that a solid front could be presented on matters affecting all classes of merchants. Mr. Zeimann outlined the good work which had been done by the Retail Merchants'



S. M. BURT, Toronto,

Elected as One of the Auditors of the Association at the London Convention.

Association in the past and said he hoped the time would come when the two organizations would be united.

President Cinnamon, Treasurer Caslor and H. Oecomore were named as a committee to confer with the Retail Merchants' Association representatives regarding means of co-operating together on matters of legislation, the committee to report at the next meeting of the executive.

A vote of thanks was extended the Retail Merchants' Association officers and the meeting adjourned at 5.30 p.m.

A CANADIANIZED "AMERICAN."

C. Edward Wood, sales manager of the Standard Arms Co., Wilmington, Delaware, was a visitor in Toronto this week on his return from a trip to Winnipeg and Montreal. Mr. Wood is an enthusiast on the possibilities of Canadian development, as a result of his three years residence in Montreal. Mr. Wood entered the service of the Simmons Hardware Co., St. Louis, in a minor capacity some years ago and worked his way up in the sporting goods branch until he was traveling sales director of their New York branch. He then joined the Dominion Cartridge Co., Montreal, as United States sales manager, later becoming general manager of the company. In October last he joined the Standard Arms Co., as sales manager and has since been elected a director of the company.

Rent Agreement with Privilege of Purchase

191

AND

1—This is to certify that I have this day hired from _____ the use of _____ for the term of _____ months with the privilege of further renewing as long as the rent is promptly paid, the following chattel:

valued at \$_____ for the use of which I agree to pay to the said _____ per month, payable monthly in advance, and at that rate for any fraction of a month, at the office of the said _____

2—And in consideration of the renting to me of said _____ I hereby agree that _____ shall be kept as and not be removed from my premises, _____ first had in writing, I agree to preserve carefully and that when returned to or otherwise represented by the said _____ shall be in as good order as when received by me, ordinary wear from careful use excepted.

3—In case of any damage to said _____ from any cause other than careful use, I agree to pay to the said _____ the amount of the said damage, and in case of the destruction thereof from any cause, to pay the above valuation less any amount of rent which may have been paid.

4—Provided, however, that these presents are upon the condition that if I shall fail to perform any of my right without further notice or demand, to take possession of the said _____ and remove the same and for this purpose to enter any place of mine where said _____ shall have the right to be, without being deemed to have done anything wrongful and upon such taking, said term and my right to hold or use such _____ shall cease, but without prejudice to the right of said _____ for arrears of rent, if any, or an account preceding breach of agreement.

5—I hereby agree that if said _____ continue to hold said _____ and pay rent thereon, on or before the day it is due as herein provided, until payments have been made, amounting to the valuation aforesaid, and shall become the property of the said _____ but until the completion as aforesaid of said payments, said _____ shall remain the property of the said _____

(Signed) _____

(Signed) _____

Witness: _____

Lien Note Printed for Sale at \$1 Per 100 to Association Members.

Mutual Insurance Campaign.

It was decided that H. Oecomore, Guelph, be added to the Mutual Insurance Committee as a substitute for J. Walton Peart, who is removing to Regina, and a plan of campaign was outlined along which the Mutual Insurance

This matter it is hoped may be in shape for action at the Peterboro convention.

President Cinnamon, Vice-President Chown, Treasurer Caslor, and Secretary Wrigley were instructed to interview the Eastern Passenger Agents Association at Toronto on May 3.



McClary's Employees' "Kazoo" Band Which Created a Sensation at the Recent Retail Hardware Convention at London.

Committee might work. The subject is now before the Ontario Cabinet, and a bill amending the Ontario Insurance Act is to be presented at the next meeting of

Delegation from Retail Merchants.

President D. Ziemann, Preston, and Treasurer M. Moyer, of the Provincial Board of the Retail Merchants' Associa-

Canada, the Seat of Empire

A Great American's Fifty-Year-Old Prophecy, Which Has a Marked Significance at the Present Day.

The Busy Man's Magazine has unearthed a remarkable prophecy about Canada, dealing particularly with its relations to the United States, which was made fifty-three years ago by the Hon. W. H. Seward, Lincoln's famous Secretary of State. The prophecy was made ten years before Confederation, thirty years before the Canadian Pacific Railway was built, and at a time when Canada was merely an infant in arms. The story of how the prophecy came to be made and the prophecy itself will appear in the May number of Busy Man's Magazine, but Hardware and Metal is able to reproduce an advance sheet, as follows:

Fifty-three years ago, in the month of July, 1857, a small party of three Americans, consisting of a middle-aged gentleman, his son and his son's wife, landed in the City of Quebec, having journeyed thither by boat from Niagara. After a short stay in the quaint old city, they chartered a small fishing schooner, with the odd name of "Emerence," and, having shipped a competent crew, set sail down the river for a month's pleasure cruise to the Gulf of Labrador.

The gentleman was the Hon. W. H. Seward, at that time one of the members of the Senate from the State of New York, destined in a few years to become Abraham Lincoln's Secretary of State, and after his death, the exponent of his policy during the succeeding four years.

Even in 1857 Seward was a striking personality, not alone in his own country, but throughout the civilized world. He had not yet, it is true, made those famous journeys of his to the capitals of Europe and around the world, when, though holding no official position in the Government of his country, he was received by monarchs and ministers as an ambassador extraordinary, but it was only two years later that he visited England and was welcomed by Disraeli, Gladstone, Bright and other British statesmen, as the most notable American of the day.

The voyage to Labrador on the "Emerence" was typical of Seward. No public man of that period delighted so much as he did in travel and in the opportunities of observation which travel afforded, and in his journeyings he always adopted the mode of conveyance best calculated to enable him to understand the country, which he was visiting. Social and political questions everywhere interested him keenly and, while he was first and foremost an American politician, he had eyes and ears and tastes for almost everything.

From July 31 to August 27, while aboard the schooner, Mr. Seward kept what he jokingly called "The Log of

the Emerence," a most entertaining diary, intended merely for the eyes of the members of the family, including Mrs. Seward, who were left at home at Auburn, but which, after earnest solicitation on the part of the editor, he permitted to appear in the New York Tribune.

Towards the end of the log, when nearing home, Mr. Seward took the opportunity to refer seriously to Canada, and his words, written on the deck of the Emerence, "ten watches of the day and night—since we left Anticosti," and fifty-three years ago, are in reality the occasion for this short article, for they are full of significance at the present time, when relations between Canada and the United States have been the subject of so much discussion.

In weighing them it is well to remember that Seward was unrivalled in his day and generation in his genius for politics, and the wide range of his abilities. As his biographer says, "He was not the father of the Republican party, but he, more than any other, was its master. He was not the first of the Anti-slavery champions, but of the great anti-slavery north he was the directing intellect." The man, who as Secretary of State under Lincoln and Johnson, filled a post somewhat analogous to Canada's Premier, can only be listened to with confidence and respect.

"Hitherto, in common with most of my countrymen, as I suppose, I have thought Canada, or to speak more accurately, British America, a mere strip lying north of the United States, easily detachable from the parent state, but incapable of sustaining itself, and therefore ultimately, nay, right soon, to be taken on by the Federal Union, without materially changing or affecting its own condition or development. I have dropped the opinion as a national conceit. I see in the British North America, stretching as it does across the continent from the shores of Labrador and Newfoundland to the Pacific, and occupying a considerable belt of the Temperate Zone, traversed equally with the United States by the lakes, and enjoying the magnificent shores of the St. Lawrence, with its thousands of islands in the river and gulf—a region grand enough for the seat of a great empire. In its wheatfields in the west, its broad ranges of the chase at the north, its inexhaustible lumber lands—the most extensive now remaining on the globe—its valuable fisheries and its yet undisturbed mineral deposits. I see the elements of wealth. I find its inhabitants vigorous, hardy, energetic, perfected by the Protestant religion and British constitutional liberty. I find them jealous of the United States and of Great Britain,

as they ought to be; and therefore when I look at their extent and resources, I know they can neither be conquered by the former nor permanently held by the latter. They will be independent, as they are already self-maintaining. Having happily escaped the curse of slavery, they will never submit themselves to the domination of slaveholders, which prevails in and determines the character of the United States. They will be a Russia behind the United States, which to them will be France and England. But they will be a Russia civilized and Protestant, and that will be a very different Russia from that which fills all southern Europe with terror, and by reason of that superiority they will be the more terrible to the dwellers in the southern latitudes.

"The policy of the United States is to propitiate and secure the alliance of Canada while it is yet young and inquisitive of its future. But on the other hand the policy which the United States actually pursues is the infatuated one of rejecting and spurning vigorous, perennial and ever-growing Canada, while seeking to establish feeble states out of decaying Spanish provinces, on the coast and in the islands of the Gulf of Mexico.

"I shall not live to see it, but the man is already born who will see the United States mourn over its stupendous folly, which is only preparing the way for ultimate danger and downfall. All southern political stars must set, though many times they rise again with diminished splendor. But those which illuminate the pole remain for ever shining, forever increasing in splendor."

KANSAS PRUNING KNIFE.

An article which should sell well at this season is tree-pruning knives, there being a more general understanding of the advantages of removing dead limbs, etc., from trees than in the past. With proper tools, too, the labor of pruning is no more laborious than cutting the lawn.

The Taylor-Forbes Co., Guelph, are making in Canada the Kansas pruning knife, which embodies the latest improvements for this important work. Limbs of any size can be cut with little effort, the knife working automatically and there being on levers to operate by hand.

It is said that the \$30,000,000 merger planned by the Hamilton Steel and Iron Company, and which is planned to include the Canada Bolt and Nut Works with factories in Toronto, Brantford and Gananoque, and the Canada Screw Works, Hamilton, will fall through. It is understood that the charter of one of these companies makes it possible for any stockholder with a hundred shares to block a merger, and this is given as the reason why the Hamilton company is taking such pains to please the minority shareholders.

Business Methods of Canadian Hardwaremen

St. Thomas Hardware Firm Has a "Demonstration Day"—Novel Window Displays at Chatham and Brantford—Features of a Stratford Store.

HELD A DEMONSTRATION DAY.

St. Thomas, March 23.—Ingram & Davey's store was crowded to the limit last Saturday, over 2,000 people being attracted to the store by the announcement of the presence of five demonstrators of paint, varnish, roofing, fencing and gas stoves.

J. H. Conover, representing the Martin-Senour Co., displayed samples of their 100 per cent. pure paint, and explained its usefulness indoors and out, as well as the numberless effects to be obtained by special finishes and colorings.

Wm. H. Davy and Charles Vogt showed samples of lacquer, made by the International Varnish Co., Toronto, and demonstrated the results obtainable on oil cloths, linoleums, furniture and floors. Pretty pink and red carnations were given to the ladies as souvenirs.

W. MacKay, representing F. W. Bird & Co., showed a model of a house composed entirely of the different classes of Paroid roofing.

H. C. Woodside demonstrated Pittsburg fencing by having a photo taken showing a group of Ingram & Davey's staff seated on a length of fencing stretched between two telegraph poles, the weight sustained being over one ton.

Mr. Chrysler also demonstrated Detroit Jewel gas ranges, and had a crowd around his exhibit all day.

George A. Ferguson, manager of the store, expressed himself as well pleased with the results received from the innovation, a large number of sales being made and the names of many prospects being secured. The "demonstration day" was advertised for a week in ad-

this week by J. C. Wanless. The floor of the window is covered with seed-packets, scattered broadcast. A couple of red wheel-barrows, laden with tools, occupy the foreground, while the sides and back of the window are decorated

The front has one large window with a wide entry and the interior fittings, tool cabinets and shelf boxes give an imposing appearance to the store. Since the interior picture was taken some of the display tables have been replaced by additional silent salesmen. The offices are located near the centre of the store, and occupy more space than the average merchant cares to give to offices on his floor. The large contracting business done in plumbing, heating and tinsmithing, however, requires good office accom-



Interior of J. R. Meyers' Store at Stratford, Ont.

with rakes, spades, hoes, and other garden tools. The bright, warm weather makes the display exceptionally timely.

W.E.P.

FEATURES OF STRATFORD STORE.

Stratford, March 26.—J. R. Meyers, who about three years ago added hard-

modation. Bright and well decorated mantel, gas and bath rooms are not shown in the photo. The two flats above the store are well equipped with the machinery necessary for tinsmithing and plumbing work.

W. W.

AN ELECTRIC EASTER CROSS.

Chatham, March 28.—Last week the local branch of the S. H. Knox & Co., 5-10-15-cent stores, had a striking Easter window. In the centre of an attractive display of Easter cards, candy, novelties and music, with which the floor, sides and back of the window were decorated stood a large cross about five feet in height. In the frame of the cross, which was covered with purple artificial violets, were set a number of incandescent electric bulbs, there being seven lights on the upright and four additional in the cross-bar. The effect was striking and the window attracted much attention, particularly as electric designs here have hitherto been largely confined to exterior signs and ordinary window lighting. The display was one adaptable to any show window devoted to small wares.

V. L.



Front of J. R. Meyers' Store at Stratford, Ont.

vance. Next week a similar event will be conducted on a larger scale.

SPRING GARDENING WINDOW.

Chatham, March 29.—An attractive spring gardening display is being put on

ware and cutlery to his plumbing and tinsmithing business, has been in business here for nearly ten years. His store, as shown in the accompanying illustrations, has many features which distinguish it from the average hardware store.

F. H. Scott, Montreal, representing Maleham & Yeoman's cutlery and Chesterman's measuring tapes, was in Toronto on business this week.

HARDWARE TRADE GOSSIP

Ontario.

C. B. Miner, hardware merchant, Cobden, has assigned.

J. W. Gowan, advertises his hardware business at Simcoe for sale.

Norris Bros. hardware merchants, Flesherton, have sold their business to C. Bellamy.

The Rochester Lamp Co., 109 Church Street, Toronto, have moved into larger quarters at 120 Church Street.

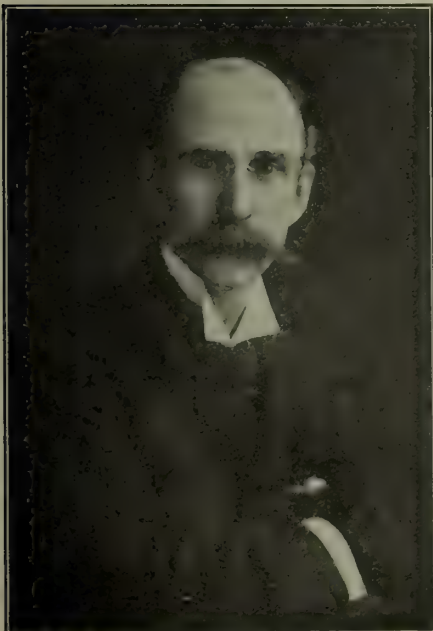
Geo. Ingram, of Ingram & Davey, St. Thomas, spent the Easter Week with his brother, A. B. Ingram, Toronto.

McDonald & Wilson, stove and lighting merchants, Toronto, have moved from Yonge Street into their new building at 8 and 10 Queen Street East.

Ingram & Davey, St. Thomas, have received the contract for the requirements of the heating, lighting and power departments of that city for 1910, while Geo. Brown & Son were awarded the contract for the water-works department for 1910.

Henry Schneuker, who was for many years head of Schneuker & Rothaermel, hardware merchants, Stratford, has in company with his brother, established a new hardware and tinware business in that city, under the name of Schneuker Bros.

The staff of the Pease Heating Co., Toronto, on March 31, presented their



DAVID MILLAR, Toronto,

Who Has Resigned the Management of The Pease Heating Co., to Establish a Heating Business of His Own.

retiring president and manager, David Millar, with a gold mounted fountain pen, as a token of their appreciation of his friendship. Mr. Millar on April 1 established the David Millar Heating Co., at 107 Church Street, corner of Richmond.

A fire broke out in the basement of Jas. A. King's hardware store at Chatham, Ont., on Thursday morning, March 31. The store was completely gutted, with a loss of about \$12,000. The building which was recently purchased by C. Austin & Company, was damaged to the extent of about \$4,000. The losses are fully covered by insurance.

Quebec.

A. E. Peters, president of the Record Foundry Co., Moncton and Montreal, is in Montreal.

James Ballantyne, Montreal, has removed from St. Antoine Street, to more commodious premises in Nazareth Street.

C. A. Alexander, of A. E. Alexander & Son, Campbellton, N.B., called on the Montreal hardware trade during Easter.

P. D. Dods & Co., Montreal, have been authorized by the Dominion Government to decrease their capital from \$300,000 to \$211,400.

Paul R. Hanson, manager for the Dunlop Tire Co., Montreal, in the Maritime Provinces, is in Montreal attending the motor show.

J. H. Roper, manufacturers' agent, Montreal, has removed from St. Francis Xavier Street to larger premises in the Coristine Building.

The Dougall Varnish Co., Montreal, have been authorized by the Dominion Government to increase their capital from \$150,000 to \$200,000.

Nap Larose, Vercheres; A. Trudeau, Windsor Mills; J. B. Damour, Ste. Philomene, Que., and A. T. Hunter, Howick, have been noticed in Montreal hardware circles.

G. N. Gray, formerly representing Lewis Bros., Montreal, at Ottawa, and now in business for himself in Ottawa as manufacturers' agent, paid a visit to Montreal last week.

Gordon Ritchie, who has been representing the McClary Mfg. Co. in the Eastern Townships, has severed his connection with the firm and is going into business in Bedford, Que. H. M. Bolger will succeed him on the road.

W. Shives Fisher, St. John, N.B., called at the Montreal office of Hardware and Metal this week. Mr. Fisher is taking an extended trip through to the Pacific in the interest of the Enterprise Foundry Company, Sackville, N.B., of which he is head. All the important centres will be visited. Mr. Fisher is enthusiastic over the prospects of trade in the maritime provinces.

Alex. Gibb, Montreal, has been appointed sole Canadian agent for the Milwaukee Grinder & Specialties Co., Milwaukee, dealing especially with their tool grinders. The grinding substance used in these grinders is corundum, which does not draw the temper of the tool. Among the many advantages of the machine are the enclosed gear, the

high speed, universal guides, and a drill grinding device, and the whole construction is simple. Mr. Gibb is spending a week or so at Atlantic City.

Western Canada.

S. T. Kempthorne has moved into his new store at Saskatoon.

A meeting of the creditors of Carveth & Stepler, hardware merchants, Maymont, Sask., was held this week.

Hockins & Siddons Hardware Co., Moose Jaw, Sask., are making a re-arrangement of their store premises.

McNeil and Parslow, of Calgary, have taken over the hardware stock of J. S. Hopper, Lethbridge, whose illness has forced him to retire.

T. E. Taylor, McClary Mfg. Co., London, have been conducting demonstrations of their combination gas, coal and wood range in the stores of Brown & Mitchell, Brandon, and R. Wyatt, Winnipeg.

Maritime Provinces.

C. R. Bloxham, representing Hobbies Ltd, Dereham, England, has arranged to visit Canada in the immediate future. Mr. Bloxham will first visit the leading towns and cities in the Maritime Provinces, and then go west to Quebec, Ontario, Manitoba, Saskatchewan and Alberta.

United States.

The Simonds Mfg. Company have added to their Fitchburg, Mass., plant by the purchase of a factory which adjoins the present plant and adds about 25,000 square feet of space most conveniently located. The woodworking departments of the Simonds Mfg. Company which have heretofore been located at different places will be brought together in the new factory. The Wood Saw business of the Simonds Company has grown to such an extent that it demands more room to take care of further increases which trade indications now promise.

GALVANIZED WIRE NAIL DUTY.

A recent ruling of the Canadian customs imposes the same general duty on galvanized wire nails for roofing purposes as now applies to all other wire nails, namely 60 cents per hundred pounds. The British preferential tariff is 40 cents, and the intermediate duty is 55 cents.

NEW COMPANIES.

Bell & Rochester Hardware Co., Haileybury, Ont., capital, \$50,000; to manufacture and deal in goods, wares and merchandise of all kinds, and to carry on a general hardware business. Incorporators, E. A. Wright, E. W. Kearney and W. C. Biebi, Haileybury.

A. A. Drury Co., Montreal, capital \$200,000; to manufacture and deal in steel, iron, tools and contractors' supplies. Incorporators, H. A. Drury, Westmount, Que., C. L. Drury, Toronto; F. A. MacDonald, Montreal.

HARDWARE^A, METAL

Established

1885

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Limited

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HARDWARE TRADE UNAFFECTED.

After all the talk of a tariff war between Canada and the United States the gulf has been bridged. Canada emerges from the controversy with increased prestige, and negotiations to be continued later ought to be of even greater importance and advantage to the business interests of Canada, than the preliminaries, which were announced this week.

Finance Minister Fielding announced in the House of Commons on Wednesday that a reduction of duties had been made on thirteen classes of goods, not produced in Canada. The reductions average $2\frac{1}{2}$ per cent. and the new rates apply to imports from other countries, as well as those from the United States. Only one of these items, however, affects the hardware trade, that of common and colorless window glass, the former rate of 15 per cent. being reduced to $12\frac{1}{2}$ per cent.

Canada imports fully ninety-five per cent. of the common window glass used in the country from Belgium, the value of the imports for the ten months ending January 30, 1910, being \$330,041 from Belgium, \$15,690 from the United States, \$6,348 from Great Britain and \$6,410 from other countries. The figures relating to the United States, however, consist of certain kinds of machine made glass, such as prism and ribbed skylight glass. In fact, there is no commercial trade between Canada and the United States in common window glass, the special lines referred to being admitted under the "common and colorless" heading for want of a better classification.

The reduction in the duty which also applies to the importations of common

window glass from Belgium, will mean a $2\frac{1}{2}$ per cent. saving to importers, and will be of very little advantage to United States manufacturers.

CUTTING PRICES DOESN'T PAY.

What is gained by cutting prices? The total turnover at the end of the year may be more, but where is the advantage. Better do half the trade, and get a fair profit. Cut prices do not make for solid customers, they bring in the casual trade, but seldom the regular buyer. A man who purchases in a cut rate store always has a feeling that the goods he buys may fail him. He has sense enough to know that the merchant must live. Therefore the loss of profit on the one article must be made up in some way. Either by undue profit on another line or by lack of quality.

In talking of cut prices we are not referring to the man who, by his judicious buying, meeting the demand promptly, and by taking his discounts, can afford to get closer to cost, and yet make a fair profit, than the man who is the antithesis of this, and must work on a higher percentage. A fair profit to the one man may be 30 per cent.; to the other it may be 50 per cent.

We are, however, referring to the man who for the sake of killing another merchant, or through the erroneous idea that the bigger the returns the bigger the profit slaughters indiscriminately. He makes it hard for the other man it is true, but he does not put him out of running by any means.

The merchant who refuses to cut has this consolation, that when he is buying economically, working systematically, and his overhead expenses well in hand, he knows that prices that are unprofitable to him, must be equally so to his competitor, so let the latter cut.

The merchant who keeps his prices up gets the confidence of his community. The buyer may kick at paying the price, but if he wants an article, the quality of which must be above suspicion, he goes to the fair profit man and not to the cut-rate man. And when the former is really offering bargains, there is no doubt as to the fact. The customer buys with the full confidence that he is getting what has been advertised. With the other man there is not this certainty. Which reputation pays best in the long run?

THE ADVANCING PAINT MARKET.

This week a new and advanced price list on colors and paints in oil has been issued, the new prices going into force

yesterday (April 1), and being roughly, two cents a pound higher than the old figures. The rapidly advancing quotations on linseed oil are primarily responsible for these higher prices.

This advance on colors is but one indication of the strengthening of paint prices generally, and particularly insofar as goods which mix with oil are concerned. It is probable that an advance will be made on putty next, followed by higher quotations on prepared paint lines. One thing that is said to have kept back the advance on ready-mixed paints is the argument of the hardwaremen that they must have a good line to retail at 50 cents for quart tins. When prepared paints advanced last January the retail price went up from 45c to 50c a tin, and this, hardwaremen say, is about as high as consumers wish to pay. But it is hard to see how prices can be kept down when linseed oil is selling in the nineties.

The rapidly increasing prices of linseed oil during the past fortnight have been somewhat sensational. Three advances in one week and a jump of ten cents in ten days is something out of the ordinary. It is a decade since oil sold at 90c, and longer than that since it commanded the high figures prevailing to-day. Oil that was costing from \$1,200 to \$1,400 a carload two years ago, and \$1,600 last year, is worth \$2,600 to-day. The only fear is that oil substitutes may find their way on the market, as they have in past high-price periods. Hardwaremen should be on their guard against this.

The scarcity or hoarding of seed is at the bottom of it all. French, German and Baltic seed is all accounted for, and English reports aver that the end of the Indian and Argentine crops have been reached. The next new seed to arrive will be the North American—Canada and the United States. At present the mills which are running are crushing what little seed is offering by farmers. Under these conditions there does not seem to be a reasonable possibility of lower prices in Canada before June, possibly not before September. The one chance of this prediction failing is the offering of substitutes on the market. The soya bean has taken a hold in eastern Europe, has secured an entrance into England, has been used a little this season in the U. S., but has not as yet made an impression in Canada.

The prediction of dollar oil made by paint jobbers two months ago seems likely to be realized, as present quotations are understood to be slated for further advances, and booking of futures is being discouraged.

WESTERN MERCHANTS FACING SERIOUS PROBLEMS.

A movement has already been introduced among the retailers of Western Canada which will go far toward increasing co-operation and harmony between the merchant and farmer. The grain growers as a body during the past few years have been taking steps which tended to divorce the farmer and retailer. Their actions have not been to wilfully produce this result, but only incidental to their own motives of progress. In some centres the situation has really become so serious that the action of the merchants as a body, to remedy the situation, may well be looked upon as timely.

The merchants are endeavoring to increase their facilities for giving better satisfaction to their customers, not only in quality, but in the matter of price. They see that the mail order house and the manufacturer is selling direct to the consumer, practically ignoring the retailer, and in retaliation the retailers are arranging to buy at the best possible prices, and if necessary to gauge their buying forces so that better retail prices may be quoted. They are further determined to cease buying from manufacturers who sell direct to the consumer, or sell at cut prices to mail order houses. This is a radical move of the merchants in order to regain such trade as the farmer has been taught to ignore.

The farmer is not opposed to the local retailer. He may or may not understand why the retailer's prices are higher than the mail order catalogue price, or perchance a manufacturer's price he has had quoted to him. But the farmer will buy where he can get the best price, and he can hardly be blamed for doing so.

The Grain Growers' Association has resulted in arranging a co-operative buying force in many localities, where farmers deal direct with the manufacturer, thus eliminating the retailer. This was brought out in an address by Secretary Mackenzie of the Grain Growers' Association, which is in part as follows:

"We called for tenders on a carload of twine and we received tenders from all the twine manufacturers in Canada and a number from the United States. We accepted one tender for pure Manila, 600 feet to the pound, at \$8.68 per hundred weight, freight paid to our town, a net saving to us of \$5.32 per hundred weight, or \$15.00 per quarter section. It is needless to tell you that more farmers joined our Association, but non-members received a like benefit, as the local dealers came down to our price. The prices quoted to us on flour per carload are a handsome reduction on the old method of buying your flour independently, so that all the way down the ladder, co-operation works to our mutual benefit.

Our association asked the Canadian Northern Railway to extend our loading platform to a five car platform. This was done and completed in 30 days from the time the request was made and their increase in business at this point was 70 cars in 1907 and 120 in 1908."

These points not only show the benefit to the farmer of buying direct, but it manifestly shows the benefit of organization. It is only another proof that united action alone is effective, and the only way by which the retailers are to survive this great onslaught against them is to unite their forces and prevent this elimination. They must protect themselves against manufacturers who sell to consumers and, through organization, must place themselves in a position where they will be able to serve the farmers better than the mail order houses and thus create a feeling of confidence and friendship between merchants and farmers.

BULK SALES ACT WITHDRAWN.

The Bulk Sales Act which was introduced in the Ontario Legislature and after a few minutes adverse criticism withdrawn, will be brought forward again next session.

It was intended as a protective measure in the interests of purchasers of stock or goods in bulk, and of the creditors of the vendors.

Had this act gone through and been properly enforced, it would have meant the elimination of fraudulent practices to which unscrupulous debtors have had recourse in order to shift their obligations by transferring their stocks to another party, who in turn has too often found it possible to evade all responsibility.

Creditors have frequently felt the need of some such measure, requiring parties interested in the sale to take precaution whereby liabilities may be properly provided for. The purchaser, at the same time, should be placed in a position where he can demand a verified statement as to liabilities outstanding against the stock he is purchasing in bulk. It would simplify the machinery, whereby he might assure himself that he is starting with a clear slate.

Provision was also made for such disposition of the purchase money as would make it available for the satisfaction of claims.

SELLING SEED.

Seeds should be handled more extensively by the hardwareman. They make a very clean and profitable side-line, and attract buyers who would not otherwise visit the store. Interest an amateur

gardener in some flower seed, and he probably stays to buy a garden trowel, rake, or something of the kind. Whether the store is in the country or in the town the demand for seed of one kind and another is very general.

The department can be made to look attractive with the labels issued by the seed houses, while if the merchant is sufficiently alive to his opportunities he can have a miniature garden in his window by planting some seed in a box, and have the growth forced in a local greenhouse. Such a box would help the display of gardening tools immensely. There can be no comparison between real and artificial decoration, and the merchant who can show a row of small vegetables growing before any green has shown outside, has a great attraction.

Thus one department can be made to help the other—a co-operation that every merchant should strive for.

If a merchant takes up a seed department he must let his customers know of the fact. He must display the seed prominently, especially encouraging the younger folk. Every child likes to have a garden, and by stimulating the interest of the child in the store the interest of the parents is also stimulated.

Prizes could also be offered for the largest vegetable, or best bunch of flowers grown from seed purchased in the store. Advertise the offer, and make the contest as interesting as possible. It is the live store that neglects no opportunity of attracting the attention of the community.

HINTS ON RETAIL BUYING.

Constantly the question is being asked, "On what does good retailing depend?" A careful analytical study of the subject brings out the fact that successful retailing in any line depends on certain necessary factors or elements. The elements entering into the retail business are just as necessary to be considered as the requirements of a building. When these elements or parts of retailing are properly put together, they form a perfect structure. A careful study of the subject shows at least four factors necessary to good retailing.

The first point of efficiency in a retail organization is the buying. The others are location, selling, and economy of operation. Good buying is not only an essential, but the very first absolute requirement in successful retailing. The retail merchant who is subject to strong local competition, and who has to fight the mail order houses, must know how to buy close in order that he may sell as close on certain leaders as his patrons demand he should sell.

In the first place, he must know values; that is, he must have a general knowledge of the values of the goods incidental to his line. Knowing values, where to get them, and how to go after them, makes it possible for the buyer of a retail store to keep the public coming to his store continually for the big inducements he can hold out to them.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Linseed Oil—Advance of 2c.

Toronto.

Linseed Oil—Up 2c.

Rodgers' Butcher Knives—Advanced \$1 a dozen.

Oyster Knives—Up 40c a dozen.

Spelter—Decline of 10c.

Lead—Imported and domestic down 5c.

MONTREAL.

April 1.—There was no change in the markets this week. Reflecting primary market conditions tin was firmer and copper weaker, but changes were not definite enough to make alteration in local prices for the time being. Despite the interruption of Easter orders have swung in well, and there has been somewhat of a rush to get ready for 1st of April shipment. Users, while not deserting their old cautious habit of buying only for present needs, speak confidently of the way business is coming in, and feel assured that they will be wanting more than the average amount of metal taking the year through. With delivery being so prompt and the markets easy there is naturally no desire to book far ahead.

Domestic lead since the last two cuts has improved in demand, while tin and spelter continue to show the good movement that has marked these metals for some time past. The imported iron trade is naturally quiet until navigation opens. Sheets and plates are in good demand, and a great season is anticipated.

The primary markets have been characterized by a strong movement in tin in London, the bull party being in operation again. The legitimate consumptive demand is reported on the quiet side. Copper is slow, and with exports falling off there is a weakness in quotations. It is considered probable that statistics will show a further increase in stocks. The pig iron situation in the States is about the same, production being enormous but new business not panning out to the extent that was anticipated. There is a strong tone to Cleveland warrants, and buying is reported good.

Pig Iron—Things are naturally quiet in imported iron now that the open water season is near at hand. It is the lull before the storm. Heavy bulk is coming across, for many users of pig iron are taking imported iron owing to the fact that domestic furnaces are so pressed with business that delivery is uncertain. Pig iron in the States, so far as new business is concerned, is reported quiet while finished steel is also not showing the progress it did. The season, however, is yet young, and heavy business is expected to swing in when the spring really opens.

Tin—There is no change in tin prices this week, although the bulling move-

ment in London caused local quotations to become very firm. Good business was done at 32½ for ordinary jobbing lots. Users are confident as to wanting a large amount of metal this season, and are buying well for immediate needs, although there is little disposition to book far ahead. The reason for the bulling movement in London is not yet known. It is probably one of the periodical movements which characterise this speculative metal.

Copper—Copper is unchanged at 14½ for ordinary lots. Weakness in New York had a tendency to influence local quotations, but no change was made, except in case of good round lots. Buying is fair, but is not encouraged by the position of the primary markets. Legitimate consumption in New York is reported quiet while the exports have fallen off. It is stated that statistics for March will show an increase in stocks, and very little decrease in production.

Spelter—Spelter shrdlu nu x(aly,ida

Spelter—There is no change in spelter and the market is very firm at 6c. Good business is reported with prospects of the large users being in the market again before long. The London market keeps at the £23 mark, but St. Louis is slowly going back.

Lead—No further change is reported in domestic lead. The cut last week seems to have quickened buying a little, and fair business is reported both in domestic and imported. The English market finds it difficult to keep up to the £13 mark, there being plenty of lead in sight.

Scrap—Scrap continues quiet, with very little character to the market except in the case of cast iron. We quote: Copper and wire, 11½c; light copper bottoms, 10c; heavy red brass, 10c; light brass, 6¼c; tea lead, 2½c; heavy lead, 2¾c; No. 1 wrought iron, \$12; machinery cast scrap, No. 1, \$16; stove plate, \$12.50; miscellaneous steel, \$7.

TORONTO.

April 1.—The whole metal market is showing this week continued active and steadily increasing business. Tin has recovered itself. Though there was no change in tin prices locally the easing off of quotations in the primary markets had a somewhat disquieting effect. Now, however, with the firming up of outside markets tin is in a better position.

Pig iron prices are stiff again. Quotations are easing off in the U.S., but the low stocks and big demand here have helped keep the prices firm. The last cargo of winter iron from England is said to be on its way to Portland, so that after its arrival no more iron will come in until the opening of navigation in the St. Lawrence, a month hence. With Canadian foundries filled with orders there should be some sharp bidding for this latest importation.

There is a decline in pig lead quotations, both domestic and imported, due, no doubt, to lower prices offered outside. Spelter, too, is slightly easier. Beyond these two changes all metal quotations hold at last week's figures.

Pig Iron—A very large trading business in all grades of iron is yet being done, and the expectations is that demand will increase more rapidly from now on. Canadian foundries loaded up with orders are unable to take care of all the business passing, though they are continuing to book futures. Imported English and Scotch irons have had splendid sales all winter and when St. Lawrence navigation opens in May lowering freight rates, consumption of these irons is almost bound to increase. British shippers are waiting for this and stocks in April are likely to be low in consequence. The market is decidedly firm, though quotations are unchanged. Summerlee ranges from \$23 to \$24 for Nos. 1 and 2; Middlesboro No. 3 and Cleveland, \$22; Glengarnock, \$23.50; Jarrow and No. 1 Clarence, \$21.75; and Canadian foundry, \$22.

Copper—This metal is unchanged in both price and condition. Sales are still active and steady. Lake quotations are at 14½c and casting ingots 14c. The market is not fluctuating as it did early in March, but is hardly firm. Exports of copper from America during February reached the highest point in recent years for that month, 24,794 tons, an increase of 150 pounds above the record of 1908.

Tin—The market is showing improvement again and buying is on the upward trend. Primaries which declined have recovered themselves, and this has made for a better tone locally. Quotations are unchanged from last week, though the market is firmer. The lowest price asked for small quantities is 34c, and other quotations range up to 35c.

Lead—This metal is being offered at a decline of 5c on both imported and domestic this week. The declines noted outside for the past three weeks have had the effect of lowering prices in Toronto. Trail is now \$3.70 and imported \$3.80. Demand is fair. The Canadian production of lead last year was 45,857,424 pounds, valued at \$1,959,488.

Sheets and Plates—The call for black sheets and tinplates is unabated. The fear of the enforcement of the dumping clause at the end of March had the effect of mounting up big sales all through the month. Prices are creeping up in Great Britain, but they are standing unchanged here.

Spelter—This metal which has held its own for over a year past began to show some weakness last week, when it was somewhat unsteady. This week spelter is slightly easier and is offered at \$5.90, a decline of 10 cents since a week ago.

Old Materials—The tariff controversy had an unsettling effect, but the end of the uneasiness should see business develop between Ontario metal men and Ohio and Pennsylvania mills. Prices

are unaltered. Business was beating time this week. Traders are paying for heavy copper and wire, 11 $\frac{3}{4}$; light copper bottoms, 10 $\frac{1}{2}$ c; heavy red brass, 10 $\frac{1}{2}$ c; heavy yellow brass, 8 $\frac{1}{4}$ c to 8 $\frac{1}{2}$ c;

light brass, 6 $\frac{1}{2}$ c; tea lead, 2 $\frac{3}{4}$ c; heavy lead, 3c; scrap zinc, 4c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$12; malleable, \$8; miscellaneous steel, \$6; old rubbers, 8c.

HARDWARE MARKETS

MONTREAL.

April 1.—The shipping departments of the various jobbing houses have been very busy getting consignments ready for the opening days of this month. With the lower rates coming into force merchants all want their goods at once. Really heavy orders for individual lines still seem to be rare, but the generally assorted orders are of good bulk. There is a very confident tone, and already repeat orders are coming in from merchants who have thought their first consignments not heavy enough for the demand that is expected to show in a very short time.

The roads are reported in good shape, and with the snow going away quickly traffic has much improved in the country. The east, generally speaking, is still inclined to be on the quiet side. The Northwest and the Maritime are buying freely, especially the former.

Booking is noticed for fall goods such as lanterns, blankets, and sleigh bells. Harvest tools are going out well for immediate delivery, while lawn goods are in strong demand. Housecleaning lines continue to be very prominent. Prices are firm.

Spring Lines—Orders are swinging in much quicker now, and delivery is being taken as the lower freight rates come into force. Heavy lots are accumulating for the first boats. Lawn tools are moving well, as well as refrigerators, freezers, screen doors, etc. Hammocks and garden seats are now moving. Housecleaning lines continue to be a prominent feature, the consumptive demand being expected earlier owing to the fine weather experienced. Prices are firm all the way round. We quote: Lawn mowers, low wheel, \$2.55 to \$2.75; 9 in. by 12, \$3.30; 9 in. by 14, \$3.55; 9 in. by 16, \$3.80; 10 $\frac{1}{2}$ in. by 12, \$4.15; 10 $\frac{1}{2}$ in. by 14, \$4.25; 10 $\frac{1}{2}$ in. by 16, \$4.65. Garden hose, good quality, 60 off, medium 60, 10 and 10, fair 70 and 10. Hose nozzles, \$3.50 per doz. up. Couplings, \$1. per doz.

Builders' Hardware—Builders' hardware continues to move in splendid fashion and orders are getting heavier every week. The markets are unchanged, and we quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32 $\frac{1}{2}$ to 33c.

Bolts and Nuts—The market is firm and unchanged. Orders are swinging in well, and are of a good assorted character. We quote: Discounts on carriage bolts, $\frac{3}{8}$ and smaller, 70; machine bolts, $\frac{3}{8}$ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7 $\frac{1}{2}$.

Miners' Supplies—The season is opening up well, and heavier orders are coming in from the mining districts. We quote: Miners' picks, 16 $\frac{1}{2}$ c a pound; prospectors' hammers, 16 $\frac{1}{2}$ c; pick handles, \$1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3 $\frac{3}{4}$ c; drill steel, 8c.

Harvest Tools—The demand shows much improvement, and some good assorted lots are being shipped this week. Heavy consignments are also awaiting the first boats. We quote: Harvest tools, 50 and 5 off; scythes, cast steel, \$6, better grades, \$7 and up; grass hooks, \$1.60 to \$2 per doz.

Wire—The spring movement has quickened in wire, and some fair orders are reported. The market is unchanged, and we quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire No. 1, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30 straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

April 1.—Local hardware jobbing houses are setting a record pace this week. March started off spring deliveries very well, but April shipments are taxing all staffs up to capacity and it is necessary to work into the night to keep the wheels from clogging. Booking all along has been heavy and daily orders still coming in call for exceedingly large stocks.

It is hard to tell what articles or goods are most in demand, so great is the accumulation in the shipping rooms, but a glance over the order sheets shows many calls for outdoor farm tools and implements, wire, poultry netting, manure forks, shelf hardware, builders' hardware, and shovels, spades, rakes and hoes in immense quantities, as well as wire nails.

Prices are holding firm all through the list. The weekly changes noted are advances on Rodgers' butcher knives of \$1 a dozen and 40 cents a dozen on oyster knives.

Some new goods for summer and fall selling are being shown, notably horse blankets, pruning shears, lawn weedeaters, apple corers, and kitchen, banana and pocket knives. A new Ivers Johnson revolver called the "Western Grip" is also being shown.

Spring Lines—The shipments of spring goods going forward this week is simply

enormous. Every Toronto house reports excellent movements of shovel and kindred lines for farm, stable and garden work. Spades, hoes, rakes and forks in immense quantities are going forward, as also is wire and poultry netting. Orders generally from the older and more settled portions of the country are much heavier than a year ago and just as frequent. Booking of summer lines shows good advance sales of lawn goods, screens, refrigerators and ice cream freezers and food choppers. Shelf goods of infinite variety are moving well, going out in fair quantities with nearly every shipment.

Builders' Hardware—The firmness of the market and the prospects for building in all sections of the province is greatly aiding the pushing of locks, hinges, butts, etc., in sets and individual pieces. The early spring has started country buying somewhat earlier than usual. Last year's record from present indications is bound to be duplicated and it will surprise most followers of the market if the sales of builders' hardware for 1910 are not higher than the pace set last year. Builders' tools are selling fairly well.

Household Goods—Many housekeepers have begun their spring cleaning. A great deal of cleaning articles went out with the early March orders, but there are many orders being filled now for April shipment. Carpet sweepers, mops, pails, tubs, washing machines and goods of that sort are prominent. There is also beginning an early movement of summer food chopping and preserving goods like apple corers and kitchen and banana knives. Knife lines show a firmness in price.

Sporting Goods—Baseball goods are having the call mostly their own way this week, though there have been some fair sales of fishing outfits and supplies. Inquiry is good for outdoor sporting lines. Automobile and motor boat supplies are being asked about more frequently than any season of late, and some jobbers expect a revival of the bicycle season.

Heavy Goods—The consumption season for many heavy goods lines is at hand and the sales of nails and structural steel beams of certain sizes are increasing very much from week to week. At present wire nails are going forward very near the rate they did last summer. Rods, bars and pipe sales are gradually getting higher.

U.S. METAL MARKET.

New York, March 30.—The Iron Age says: Rolled products, in contrast with raw materials, continue to give the best account of iron trade conditions. The volume of business seems well maintained, and if steel works and rolling mill capacity were not more than that of 1907, we should doubtless be entering upon a period of rising prices. That prices are so generally maintained, with production at such an unparalleled rate, and with open markets in all departments of the trade, is good evidence of sustained buying.

Pig iron is still out of line. Prices are lower in all markets; more noticeably so in the Central West, since activity is greatest there. Michigan stove interests, as on several occasions, have pooled their buying, securing special concessions on large lots of Southern iron. It is now possible to buy No. 2 foundry iron at \$12.50, Birmingham, for delivery in the third quarter. At Cincinnati inquiries for 15,000 to 20,000 tons of malleable pig iron are pending. In the Chicago district Southern sellers have made low offers, and considerable business was done, including 7,500 tons for a large radiator company.

No further contracts for bars for implement works for the year beginning July 1 have come out. Important producers are holding at 1.45c, Pittsburg, as minimum, and some sales were made recently on that basis for early delivery to manufacturers of agricultural machinery.

Domestic rail sales have been light, but rail orders for foreign shipment reached the unusual aggregate of 70,000 tons last week, distributed among several mills. The largest interest sold 12,000 tons for shipment to Queensland.

Car orders reached the total of 8,200 last week, and for March will amount to more than 20,000. The outlook in structural steel is excellent.

U.S. IRON TRADE.

Cleveland, Ohio, March 31.—The Iron Trade Review says: While there are some weak spots in the market, the volume of business booked during the first three months of the year exceeded expectations, and the trade generally feels confident that in some lines new high production records will be established. Specifications against contracts at present are heavier than at any time since January 1, and new bookings in several branches show a healthy increase.

There is every indication that production of sheets and tin plate will reach a new high mark, judging from tonnage reports for the first quarter and orders now on the books.

Indications point to heavy buying of semi-finished steel during the second quarter, as users are quietly sounding the market with a view of covering for their requirements. In structural lines, there is a great deal of estimating being done, although considerable work is being held up.

There is a vast amount of tonnage involved in new orders being placed for steel bars, and in inquiries coming out for last half, and for the year beginning July 1. Some contracts have been made by agricultural implement makers.

Favorable weather has resulted in a slightly heavier demand for wire products, but conditions surrounding this market are not entirely satisfactory to makers.

Making Shot Guns in Canada's First Gun Factory

The Processes Used in a New Canadian Industry Described—Takes Several Weeks to Finish Guns Before Putting on the Market—Great Care Taken in Assembling the Parts and Testing The Gun Before Putting it Into Stock as a Finished Article.

Of the many new industries attracted to Canada by the remarkable industrial expansion of recent years few, if any, are of greater interest to the hardware trade of this country than the Tobin Arms Mfg. Co., Woodstock, Ont., who have taken over the business of the company of the same name at Norwich, Conn., a concern well known as manufacturers of an extra high grade American gun.

The new factory at Woodstock is three stories in height, 130 feet long, and 70 feet frontage, and of slow burning construction, with the very maximum amount of window space possible.

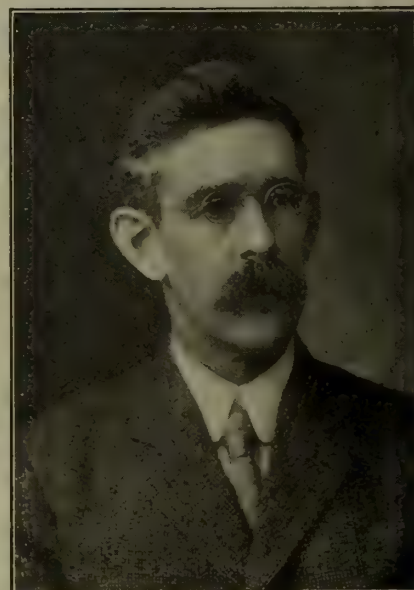
The company manufactures six grades of hammerless shot guns and one hammer shot gun, all these being double barreled. Prices on these will range from \$20 to \$250, and with the very newest machinery, they are prepared to make the very highest type of guns at the price. They also build guns to order as no two men are just exactly the same build and each needs a special size of gun just as he needs a special size of clothes.

A staff of about 50 men will be employed to begin and the initial capacity of the factory is from 20 to 25 guns per day. This will, no doubt be increased as the market demand grows. The export trade will be catered to, and in fact, the first order received at the Canadian factory actually came from Rangoon. Shipments will be made to Australia, New Zealand, India, China, Mexico, South America—in fact, all over the world, where shot guns are used.

Mr. Tobin is a Canadian, born in Nova Scotia, who has lived most of his life in the United States. He has been connected with the gun making industry for 30 years and organized the

company in 1904, making a record of sales of a quarter million shot guns in less than six weeks, 50,000 of them to one customer.

The process of manufacturing guns is exceedingly interesting and to the ordinary observer is full of novelty and instruction. In the machine room are



F. M. Tobin, Vice-President and Managing Director.

many automatic machines, power and hand milling machines, drillers, profilers, etc., making the small parts used in completing the finished arm.

In another section of the factory are to be found the stock manufacturing



The Splendid Factory Just Opened by the Tobin Arms Manufacturing Co., at Woodstock, Ont.

machines, where wooden blocks are carefully shaped into the required form for the gun stocks. The wood used, a kind of walnut, is imported from Europe, where it is grown by modern forestry methods in the Pyrenees, Swiss Alps and German Black Forest.

A third department takes care of the barrel rations. Here the forged tubes

in the rough, that is to say, before the metal is hardened. Then it passes to the stocking department where the wooden part and forearm are fitted to the metal. The woodwork is here fully finished, sandpapered rubbed and oiled, and put aside until the final assembling. The metal parts are passed along to the polishing rooms, where all the

—the accepted distance and size of target, generally known in the trade for describing the shooting qualities of a gun. Then it is all ready for use.

PIPE ORGAN WINDOW TRIM.

The make-up of a novel display window by W. H. Jeffery in the windows of McLachlan Bros. store at Vancouver in February shows considerable ingenuity not to speak of ability. The unique representation was of a compensating pipe organ, and was constructed wholly of hardware appliances. Just what this means is not appreciated thoroughly unless one has tried to execute a scheme without a model. The frame was made of Russia stove pipe and elbows, the pipes being two and four-inch conductor galvanized pipes, with tin thumb scoops and tin dinner spoons representing the mouth-pieces. The manual was the high closet of a steel range, and the sharps and flats were formed by drawer knobs and half round pudding pans. White oil stones represented the keys, while emery stones were used for the flats and sharps. The pedals were axe handles with black adze handles for flat and sharp foot pedals. The organist's perch was a movable bath tub seat set upon fireplace andirons. A large wax doll's figure was seated with hands upon the key board, her smiling face being reflected by a mirror plate fitted at the back of the keyboard, while a book of organ music was on the rack. In the foreground of the window was a nicely arranged assortment of goods, with palms and artificial flowers. Four colored globes illuminated the display at night, creating a very pretty and attrac-



Part of Main Machine Room in The Tobin Arms Mfg. Co., Factory.

which are imported from Belgium, are brazed together and the ribs are fastened to the barrels. After the completion of the machine cuts on the barrels, the latter are taken to the borers, and at this point the greatest care and attention are given to the work. Each pair of barrels is carefully tested and gauged during the process of boring, until the required description of bore is obtained. Some additional attention is given to this work later on, where special guns are being made up to specifications.

The three parts referred to—stock, barrel actions and lock parts—when brought together make the first stage of assembling and become what is known in the factory as a gun. The operator gives a serial number to the gun which is repeated on each part, and this is the number by which the gun is ever afterwards known.

It would seem as if the main part of the gun making were completed and that a few hours would see the weapon finished. But this is a big mistake as it actually takes five or six weeks more to put on the finishing touches. First there comes the action work, or pointing, and this is a most important process. It consists of joining the barrels to the frame. The life of the gun depends upon good work at this point, for the slightest deviation from the true, will ruin the weapon.

From this operation it next goes to the department where the lock plates and some of the small parts are fitted

parts are finished. Then they are tempered and hardened and the barrels are browned.

The gun is now complete, save for the final assembling. This latter operation calls for the most expert work in the factory. The various parts are



Gun No. 250—One of The Higher Class Guns Made by the Company.

brought together and joined up with the utmost care and exactness.

Finally, each gun, as it is finished, is taken to the shooting range and tested. It is targeted, showing the number of shot of a certain size it puts into a thirty-inch circle at forty yards

tive effect. The idea of the window and its execution reflects considerable credit on Mr. Jeffery.

It's easy to get rich after you have the first million.

Trade News from the Atlantic to the Pacific

Fredericton Merchants Organizing—"Buy in Brantford" Campaign Bringing Results—Novel Swindling Game Tried on London Hardwaremen—Wallaceburg to Have a Candle Factory.

HALIFAX.

March 29.—There has been considerable activity in the hardware trade the past fortnight, spring business opening up very promising. All the harbors of the outports are now open, and business with these is now being resumed. The market is being flooded with a lot of cheap enamelware the most of which is more or less damaged. It is dumped on the market at bargain prices, and as a result the legitimate trade suffers to a considerable extent thereby.

The Sydney Cement Company has just completed a contract to supply the Dominion Iron and Steel Company with 12,500 barrels of cement. This is the largest order that the Cement Company has ever received. The Steel Company also has an option to increase the amount to 25,000 barrels within a year. With the orders now on hand the season promises to be a very busy one for the Cement Company.

Fire did \$500 damage in the hardware store of R. J. Turner & Company, at Truro.

Ralph Pickard Bell has just returned from Western Canada to become a member of the wholesale hardware firm of A. M. Bell & Co., of this city.

Frederick McCarthy, who was for many years in the employ of the wholesale hardware firm of George E. Smith & Company of this city, has accepted a position with one of the large wholesale hardware firms of Winnipeg.

Ex-Plumbing Inspector, Arthur Meagher, of Halifax, has also left for Winnipeg, where a position awaits him.

The industrial outlook throughout the province is very encouraging, and there also promises to be considerable doing in the building lines this season, especially in the Cape Districts. The largest contract in sight in Halifax is that of the new building for the V. M. C. A. It is estimated that this building will cost in the vicinity of \$150,000.

The report of the Nova Scotia Works and Mines Department, which has just been presented to the Legislature, shows that the income from the mines of the Province for the year past was \$629,010.11. The larger part of this revenue comes from the royalties on coal.

The price of linseed oil continues to advance, and it is now attracting the attention of all hardware jobbers. English raw linseed oil is now selling landed here at 86 cents per gallon, the highest price that it has been quoted for a long time. Dealers say that if the price continues to advance that the price of paints will likely take a jump.

Orders for metals are coming in quite freely, and the prices are firm. There has been no recent change to note. There is also a good demand for tarred paper.

J. H.

ST. JOHN.

March 30.—The local government has agreed to the provision of the bill empowering the city to convey a block of

land to F. C. Durant for the building of a sugar refinery. It is stated that work will be commenced very shortly to erect a plant costing about \$2,000,000.

The agreement between the city and the David Craig Co., Boston, whereby the Craig concern secures a lease of property at Green Head, for establishing a plant for the manufacture of concrete blocks for building purposes, was signed last week and the work of getting the buildings and machinery in place will commence on May 1.

FREDERICTON.

March 28.—Business has been good recently on account of merchants and others located at a distance from the railway wanting to get in spring supplies while there was sledding.

The general hardware business so long carried on by Jas. S. Neill, is being incorporated as Jas. S. Neill & Sons, Ltd. Mr. Neill's wife, brother and two sons are associated with him in the business, the authorized capital being placed at \$100,000. For several years Mr. Neill has been running a branch store under the name of Tweeddale & Co. This store is shortly to be closed up.

R. Chestnut & Sons have completed some alterations and improvements in their premises. They report a constantly increasing volume of business and have found it necessary to put out an additional traveler.

The merchants of this city have decided to get together in a Merchants' Association. A meeting for organization is to be held on March 30. The general improvement of business conditions and the collection of bad debts are among the objects of the association.

Among the building operations in prospect for this summer is the erection of a large building for school and other purposes by the congregation of St. Dunstan's church.

H. D. C.

BRANTFORD.

March 29.—In a recent advertisement, Watt & Squire's advertisement, set in departmental store style, was chosen by the fourth prize winner as the best set-up ad., the winner drawing attention to the catch lines, "Watch our windows," "Look for quality," "You pay less here," and "Saturday Savings."

There is at present very much unfavorable comment passing around among the aldermen and others at the action of the police commissioners in purchasing 17 Savage automatic revolvers from the States, in place of purchasing them from local dealers. The "Buy in Brantford" campaign inaugurated here, is already showing excellent results, and a

Hamilton firm, which had intended running a reduced-fare excursion to their store has called it off.

LONDON.

March 28.—The Purdom Hardware Co. gave a very successful demonstration of the accomplishments of the "Automatic" vacuum cleaner (Berlin) in one of their windows on Saturday night. A crowd of people were on hand all evening.

An odd game was worked here last week on a couple of local hardware dealers, when some 400 pounds of white lead was delivered at a vacant house on King Street, in response to a telephone order given in the name of Lewis Brothers, painters. Cowan's hardware sent 400 pounds and J. E. Young 100 pounds. The orders were filled on Tuesday, March 22, and next evening the white lead was removed from the building. Later it was discovered that the identical 100 pounds of "Tiger Brand," which J. E. Young delivered, had been sold to his brother, of Young & Vollick, at Dorchester station. Christopher Hagner, a young man, well dressed, was arrested on March 23, and after evidence was taken, pleaded guilty to the theft charges. His idea appears to have been that the fraud would not be detected till Lewis Brothers received their bill at the end of the month. Ordinarily this would have been the case, but the hardwaremen happened to mention the sale and suspicion was aroused.

Alex. Purdom, of the Purdom Hardware Co., had his foot painfully crushed this week while unloading shovels back of the store, on Carling Street. He tried to get out of the road of a runaway team, but they followed him, and he was caught by another wagon backing up.

The newly-organized London Lock Co. has taken over the plant of the Wilcox Hardware Co., in Chelsea Green, a suburb. The plant contains all required equipment, and work will be commenced with a large staff shortly. Outside capital is interested, it is said.

CHATHAM.

March 29.—Owing to continued ill-health, H. M. Swegles, of Comber, has disposed of his tinsmithing business to Thos. Beattie, who will carry on the business in the premises opposite his hardware store.

Though the project of a new theatre for Chatham has fallen through, the proposed site will be occupied by a three storey business block, to be erected by W. H. Westman of the hardware firm of Westman Bros.

The Empire Refining Company, Wallaceburg, announce that building operations will be started at once on a \$26,000 addition to the refinery which will be utilized for the manufacture of candles and wax in all its forms.

Work was started on Saturday on the 160x50 factory of the Modern Malleable Range Company on St. George St.

To the EASTERN PAINT DEALER and HIS CLERKS

This year, or perhaps next, you will be coming to this glorious western country of ours to go into business. The opportunities are wonderful in their greatness. Towns springing up daily and building operations active always. Western Canada is the Eldorado of the hardwaremen. When you come you will want the best paint to be had on your shelves—a paint that is adapted to the West—a paint that is known in the West as the Best.

Stephens PAINTS

are, in short, what you will eventually buy. Bear this in mind.

G. F. Stephens & Co.

Winnipeg, : LIMITED
Man.

Branch at Calgary, Alberta.

ECONOMY SIDE WALL REGISTER



- Q Is cast from original bronze patterns, is exceptionally well finished and attractive.
- Q Face has large area, and being convex, offers little resistance to passage of warm air currents.
- Q Face is attached to frame with one set screw.
- Q Frame has flaring base, which permits of the use of a large, unobstructed box and supply pipe.
- Q Is made in standard sizes, 7x10, 7x12, 8x13 and 10x13.
- Q It will way you to get our prices before making up your season's supply of register boxes.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Corrugated Iron

We make it—either painted or galvanized in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

Winnipeg Ceiling & Roofing Co.

SHEET METAL MANUFACTURERS

Fort Rouge

Winnipeg

**Are
Your
Goods
on
The
Market?**

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale? Advertise in the Condensed Ad. columns of Hardware and Metal and **Tell Us If You Don't Get What You Want.**

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, March 31.—The early opening of spring has induced merchants everywhere to be prepared to meet heavy demands for all lines of hardware goods during the coming summer. That the output will be larger this year than usually is practically assured at the outset. One great impediment to progress in building in the west is the shortness of the open season when work can be commenced and finished. The early spring, therefore, will make it possible for many large buildings to be begun and completed during the summer. And everywhere in the west building operations will be very extensive.

The influx of new settlers, and the opening of many new stores is already taxing wholesalers and manufacturers for supplies, and the enormous trade is sure to continue. Wholesalers report all lines of goods urgently in demand. Kitchen goods and graniteware are moving well, as are also harvest tools and spring lines. The sporting goods trade has revived greatly and more hardwaremen in the west are handling these goods than in former years.

We quote horseshoes at an advance of 15c this week, and horse nails are reported strong. Raw linseed oil has been soaring for some time, and to-day is reported at \$1.

Winnipeg Market Quotations.

Wire—Barbed wire, 100 lbs., \$3.15; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron, No. 0 to 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to 1, \$5; No. 2 and larger, \$4.75; feather-weight, \$6.15.

Horse Nails—"M R M" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.50 base, usual extras.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ½ and smaller, 65; 7-16 and larger, 55; machine, ½ and under, 60 and 5; 7-16 and over, 55; ma-

chine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 31c; 10, 34c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes—6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains.—5-16, \$5.60, ¾, \$5.50; 7-16, \$4.80.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 per cent.

Grindstones.—Per 100 lbs., \$1.65.

Wringers.—Royal Canadian, \$35; new easy, \$39.

Crowbars.—4½c per lb.

Solder—21c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9¼; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ⅜ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: ¼ in., \$3.50; ⅜ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼ in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Fittings.—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, \$3.65; 18, \$3.70; 20, \$3.75; 22 and 24, \$3.85; 26, \$4.05; 28, \$4.45; 30-gauge or 10¼-oz., \$4.65; Queen's Head, 20, \$3.85; 24, \$4.05; 26, \$4.45; 28, \$4.65.

Tin Plates—I.C. charcoal 20 x 28 full box, \$9; ½ box, \$4.75; IX. full box, \$11, ½ box, \$5.75; IXX. full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$8.50.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; Red Rose, 25½c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c-25c; acme lamp, 30c; White Lily 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100 pound drums, \$2.75; turpentine, bbl. lots 90c per gal.; linseed oil, raw, \$1; boiled, 3c per gal. advance on this price.

Gunpowder—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof do., \$8; honker in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

R. A. Patterson, formerly in charge of the sporting department of Ashdown's in Winnipeg, has accepted a similar position with the Fraser Hardware Co., Vancouver.

Colin Genge, M.P.P. for Macleod, Alberta, and a pioneer hardware merchant, died on Friday of last week, in Edmonton Hospital. He had been seriously ill, but had sufficiently recovered to attend the session.

The B. F. Nelson Company, manufacturers of roofing and building material, of Minneapolis, are about to open several branch offices in the west, where complete stocks are to be stored. In the near future a plant is to be erected somewhere in the west for the manufacture of their materials. The Canadian business of the company is to be in charge of F. P. Barker, formerly of the American Roofing Co., Kansas City.

Ask US to quote you for
PAINTS (READY MIXED)
 (AND IN PASTE)
DRY COLOURS
 DISTEMPERS, VARNISHES, Etc
Why?

BECAUSE!!

We are makers of nearly one
 hundred years' experience;
 and know that we can compete

**HOYLE
 ROBSON
 BARNETT & CO.
 LTD.**

HEAD OFFICES:

**35 CLOSE, NEWCASTLE-ON-TYNE,
 ENGLAND**

CONTRACTORS TO

H. M. ADMIRALTY and WAR OFFICE
 To save time, please send samples
 to match and fullest particulars.

**Jardine Universal Ratchet
 Clamp Drill**

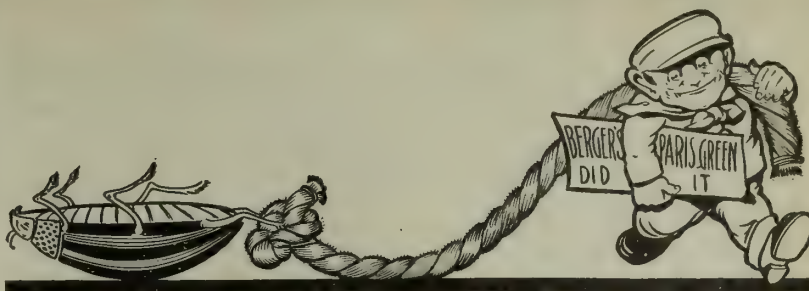
Used in factories of all kinds for
 hurried machine repairs.

All machine shops and railway
 shops should have it.

Bridge builders, track layers,
 and structural metal workers
 have constant use for it.

Send for Description.

A. B. JARDINE & CO.
 HESPELER ONTARIO



Berger's Paris Green

You are losing good trade and good profits if you do not
 sell Berger's Paris Green. This Paris Green is of un-
 questionably high quality and is an excellent seller.

Berger's Paris Green is so finely ground and is so light in
 gravity that it remains the longest possible time in suspen-
 sion and requires the least amount of stirring.

It produces a more uniformly poisonous spray, adheres
 more closely to the foliage and spreads over a larger area
 than many cheap brands on the market.

It contains less than 2% of free arsenic and therefore will
 not blight the foliage.

Many experimental stations and agricultural colleges have
 attested to its superiority.

Its uniformity and quality never vary.

Put up in handsome packages that make a striking dis-
 play on the dealer's shelves. Buy now and be prepared
 for the Spring trade.



THE SHERWIN-WILLIAMS Co.

MAKERS OF PAINTS AND VARNISHES

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.

WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.



"The Western Stove Makers"
W. J. COPP SON & Co
 MANUFACTURERS OF
EMPIRE STOVES & RANGES
 Fort William, Ontario.



Our Facilities for Making
Show Cases, Store Fronts, Special Cases, Fixtures, etc.

enable us to turn out this class of work promptly at moderate prices.
 Attractive and durable designs to offer you—they will help sell your goods.

Write us your wants and we will be pleased to quote.

The Winnipeg Paint and Glass Co., Limited
 EDMONTON WINNIPEG
 THE CALGARY PAINT AND GLASS CO.

HARDWARE AND METAL BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Miner Rubber Co., Granby, Que., will open a branch at Brandon.

The Knechtel Furniture Co. will erect a new factory at Hanover, Ont.

The N. C. Polson Co. will erect a factory and warehouse at Kingston.

The Canada Loose Leaf Co. will erect an addition to their factory at Montreal.

Geo. White & Sons, London, will build a plant in East London to cost \$50,000.

The Chietoutimi Pulp Company's new mills at Chicoutimi, Que., are completed.

The Royal Canadian Flour Mills Co. will erect a large plant at Kenora, Ont.

P. Burns & Co., packers, Calgary, will erect a packing plant in northern Alberta.

The Sawyer-Massey Co. will add a large fireproof warehouse to their plant at Hamilton.

Gleeson Bros., carriage and wagon manufacturers, will enlarge their works at London.

The Henderson Mfg. Co., Winnipeg, will erect a large block at that place to cost \$35,000.

The B. F. Nelson Mfg. Co., Minneapolis, will open a branch of their business at Winnipeg.

A company with a capital of \$15,000 will operate a basket and woodenware factory at Ridgetown, Ont.

The National Paper Mills Co., a Vancouver and Victoria concern, will establish a mill near Fraser Mills.

The contract for the Long Mfg. Company's plant at Orillia, has been awarded to Clarke & Monds, of that place.

A Vancouver syndicate has purchased 1,300 feet of water frontage on Lulu Island, and announce their intention of erecting a lumber mill this spring.

Newmarket ratepayers carried the by-law granting \$5,000 to the Office Specialty Co. That company will erect an \$80,000 addition to their factory there.

Etienne Dusault, of Levis, Que., has been awarded the contract by the Federal Government, for the construction of a \$275,000 deep water wharf at Gaspé.

The International Harvester Co. will erect a distributing plant at Fort William to cost \$250,000. They also propose building a \$75,000 warehouse at Brandon.

Six large American industries will establish branches in Medicine Hat, Alta. The industries include a 3,000-barrel flour mill and elevator, a sash and door factory, a general machine shop, a foundry, a saw mill, a machinery and manufacturing company and a farm implement manufacturing firm.

Municipal Undertakings.

Sewer construction work commenced last week at Hamilton.

Plans are being prepared for a sewerage system at Cumberland, B.C.

The Nassaweya, Ont., ratepayers will vote on a \$10,000 drainage by-law.

The Toronto intake pipe will be extended 1,000 feet further south to a depth of 115 feet of water.

Engineers engaged to prepare plans for the Regina sewerage scheme to cost \$350,000 will shortly report.

G. H. Bryson, acting engineer, of Victoria, in his report on the reservoir states that repairs will cost about \$30,000.

Tenders will shortly be invited for approximately eighty tons of castings required by the waterworks at Vancouver.

Tenders are being called by North Battleford, Sask., for pipes, hydrants, etc., in connection with the waterworks system.

The by-law to raise \$40,000 to complete the waterworks and sewer installation at Wetaskiwin, Alta., has been carried.

The Quebec council is calling for tenders for the annual supply of iron castings, brass castings, lead pipe, pig lead, and drain pipes.

The by-law to authorize the issue of debentures to the amount of \$50,000 for the purpose of constructing a system of waterworks at Fort Erie, Ont., was carried.

Tenders addressed to G. R. Geary, chairman of the Toronto Board of Control, will be received until April 5 for the supply of 1,000 feet of riveted steel pipe, seventy-two inches in diameter, and also 20 flexible joints.

Five large water mains will be laid on Trolley, Britannia, Kensington, Cannon and Prospect streets, Hamilton, and the services installed as quickly as the people apply for them. The construction of these mains will cost about \$19,000.

The Kingston Waterworks Committee recommend that tenders for supplies be awarded as follows: Selby & Youlden, hydrants, etc.; Francis Tracy, steel drills, picks, etc.; Chadwick Bros., service cocks; Canada Foundry Co., valve, etc.; Gartshore, Thompson Pipe & Foundry Co., cast iron piping; Queen City Oil Co., oil; Simmons Bros., block tin, waste, etc.; W. B. Dalton & Sons, fire clay, shovels, etc.; McKelvey & Birch, lead piping, galvanized piping, fittings, etc.

The following tenders for water works supplies for 1910 were recommended for acceptance by the Calgary council: Canadian Brass Co., Galt, brass work for house services, \$2,357. J. Robertson Co., Winnipeg, pipe lead, \$5.50 per 100 lbs., pig lead, \$4.62 per 100 lbs. Gurney Standard Metal Co., oakum, \$3.75 per 100 lbs. Crane & Ordway, Calgary, galvanized iron pipe, \$3.175. Calgary Ironworks, Calgary, valve boxes, \$4 per 100 lbs., and hydrants, \$50 all sizes without crane attachment. Canadian Foundry Co., Toronto, crane posts, \$54.10; specials, \$3.20 per 100 lbs. Bis-

sett & Loucks, Winnipeg, valves, \$2-, 989.30. Union Iron Works, Calgary, hydrants, 8 ft., \$49.50; 8 ft. 6 in., \$50; 9 ft., \$51.50 without crane attachment, with crane attachment \$5 extra. Evans, Coleman, Evans, Vancouver, cast iron pipe.

Public Buildings.

Vancouver socialists will erect an auditorium.

A public library and town hall will be erected at Hanover, Ont.

An Anglican church will be erected at Lethbridge to cost \$100,000.

The First Methodist congregation will erect a new church at Hamilton.

A new Catholic church will be erected at Verdun, Que., to cost over \$100,000.

The new Metallurgy building for the School of Mining at Kingston, will cost \$40,000.

Central Congregational Church, Winnipeg, will build an edifice to accommodate 4,000 people.

The Brantford Separate School Board is calling for tenders for the erection of a new school to cost about \$18,000.

Tenders will be called at once for the erection of the Lord Roberts school at Winnipeg. Estimated cost, \$80,000.

The contract has been awarded for the erection of a new grand stand at Portage la Prairie, Man., to cost \$43,500 to D. Winton, of that city.

S. Brown, of Winnipeg, has been awarded the contract for erecting the new collegiate institute at Yorkton, Sask., for \$56,860. The building when complete will cost \$70,000.

General Buildings.

The Y. M. C. A. will erect a new building at Lethbridge.

D. B. Niblock will build a \$5,000 dwelling at Calgary.

A Mitchell will build a stable at Vancouver to cost \$30,000.

The Tourist Hotel Co. will erect a new building at Kenora, Ont.

The McClary Mfg. Co. will erect a new warehouse at Calgary.

An apartment block will be erected at Winnipeg to cost \$350,000.

Mr. Moriarty, of Spokane, will build a business block at Calgary.

The C. Stephens Co. will erect a large building at Collingwood, Ont.

The Westholme Lumber Co. will erect a hotel at Prince Rupert, B.C.

P. W. Scott is building two stores and a residence at Prince Rupert, B.C.

S. Hinacal will erect a cold storage plant at Winnipeg, to cost \$80,000.

Mrs. P. J. Rochon will erect a store and office building at Fort William.

Stanfields, Ltd., will erect a large building at Truro, N.S., to cost \$50,000.

A rink of steel structure will be erected at Carleton Place, Ont., to cost about \$15,000.

Burns & Walken, have purchased property at North Vancouver, B.C., on which a tourist hotel will be erected.

Improvements and extensions to cost \$15,000 will be made to the Rosedale stand and club house by the Toronto Lacrosse & Athletic Association.

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY
AND HIGHEST FINISH.

A. C. LESLIE & CO.,
LIMITED
MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

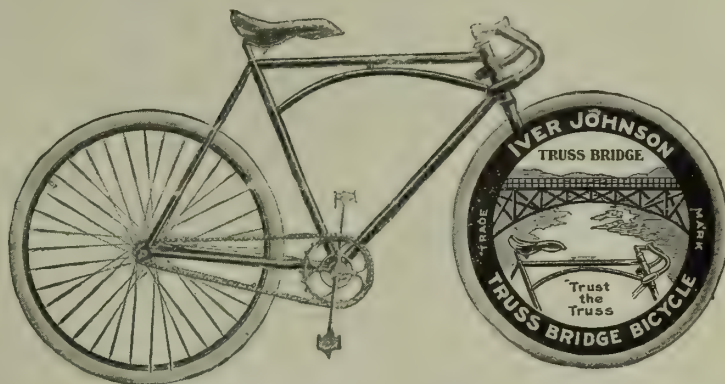
Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

This Is the Wheel to Boost Your Bicycle Trade



IVER JOHNSON TRUSS BRIDGE BICYCLE

is the one wheel you can depend on to put your bicycle trade on a firm footing. Its exclusive features—truss frame and spring fork—present selling points not equalled by any other bicycle.

Send for Catalog and Dealer's Proposition

IVER JOHNSON'S ARMS & CYCLE WORKS

Manufacturers of Iver Johnson Revolvers ("Hammer the Hammer") and Single Barrel Shotguns

Factory and General Sales Office,

330 River Street, Fitchburg, Mass.

New York, 99 Chambers Street

Pacific Coast Distributors,
Southern Selling Agents,

Baker & Hamilton, San Francisco, Cal.
Henry Keidel & Co., Baltimore, Md.

Good Bar and Bolt Quality

is indispensable to the success of
your business! How are your
stocks?

Reliable Iron

is always obtained
when you insist on
**LONDON
IRON**

It is
Flawless
and
Uniform
Throughout.

Sales Agents:
Ontario, Baines & Peckover, Toronto
Manitoba, Bissett & Loucks, Winnipeg

**LONDON
ROLLING
MILL CO., LTD.**
LONDON, CAN.



DEVELOPING ROOFING BUSINESS.

A plan adopted by many firms selling metal roofing in soliciting business is to send a circular to a selected list of possible customers who are likely to require some metal work done on their buildings within the next year or so. A sample letter by one firm in drumming up business of this kind follows:

Dear Sir,—The roof problem is one that always causes owners and agents of buildings considerable annoyance and oftentimes unnecessary expense on account of the seeming neglect of this most important part of the building. The frequent freezing and thawing during the winter months is very trying on the roofs. You no doubt have had some experience in this line which has been quite expensive to you, owing to neglect in not having this work properly examined and your attention called to the fact that your roof needed repairing and painting. This should be done by competent and responsible workmen.

We employ a large force of competent mechanics and use the best grade of material. Some of these the maker will give you a written guarantee to replace the same, free of cost to you, if it wears out in less than fifteen years.

Our experience is at your command free of cost. We are willing to examine your work and report to you the true condition of the work in our line on your buildings, with an estimate of the cost to repair the same.

Enclosed you will find a postal card. Mail it to us, marking which month during the year you desire examination made, giving location of building, and we will attend to your requests.

We are confident the arrangements will prove satisfactory, as well as the safest, easiest and most economical solution of the roof problem.

Hoping to hear from you, we remain,

Yours respectfully,

herewith, for the convenience of the house owner in making a request for the services of the firm.

GUELPH DEALER'S TIME CARD.

H. Occomore, Guelph, has a system of keeping the time of the workers in his tinshop, which has worked out very satisfactorily, every minute of the tinsmith's time being kept track of, the system being illustrated in the accom-

TIME CARD		TIN SHOP.	
H. OCCOMORE & CO.			
Tinner Charles Brown Guelph. March 17, 1910			
7	Major Jones Oxford street	7	College
8	3 1/2 lb. new castings	8	Pails
9	6 1/2 x 3/4 bolt 2 car fenders	9	Job
10	new bottom in tank for 5' x 10' (pump)	10	9 sheets 12" bluffed tin 3" x 18" x "
11	3 1/2 lb. galv iron 1/4 lb. solder	11	2 lbs. wire
12	Starting 1 day, doing pails for men of College	12	12 ft. No 5 wire 1 day had round sheet
			not complete

Tinners' Working Sheet.

panying form. The sheets are taken by the bookkeeper every day and charged up against the customers concerned. Then the sheets are put into weekly bundles and filed away for future reference if required.

FLEXIBLE METAL TUBING.

Flexible metal hose or tubing is made by winding a continuous strip of copper or galvanized steel so that either overlaps itself or interlocks. During the winding, a packing of asbestos cord or some similar material is fed between the layers of the metal, thus rendering the hose pressure tight and giving it a flexibility even greater than that of rubber hose. Rubber-packed gas tubing is more generally employed for ironing in tailor shops, hat factories and for drop lights, where a very flexible tubing is required. As the surface of the packing exposed to the gas is very small, there is little chance of its being affected by it. Flexible metal tubing can be readily cut into any desired lengths with an ordinary hack saw and is connected with rubber or metal ends.

While there are many places where metal hose will never replace rubber, it can be used wherever rubber hose can. For numerous purposes it would seem obviously superior. Steam, oil or gas do not affect it in the least, while any of these will destroy rubber very quickly. Unlike rubber hose, it does not kink. Connections can be attached to metal

hose that will be tight for pressures up to several thousands of pounds, the couplings being attached to the outside of the hose and either packed on or soldered.

One of the chief advantages of flexible metal hose for any purpose is its great durability as compared with rubber hose. For this reason it is used for a wide variety of purposes where durability in hose is absolutely essential, for instance in the operation of rock drills, pumps, air compressors, vacuum cleaners, power plants, etc. In one instance, flexible metal hose supplanted rubber hose in a large power plant. While the rubber hose was employed it was necessary to renew it every month. The same length of flexible metal hose, however, has now been employed for more than two years without showing any indication of the severe usage to which it is subjected.

SHOULD KEEP RECORDS.

A record must be kept of all goods sold, priced up at cost and a gross profit figured. "A cost system may be simple or complicated," says one writer. "The more it is carried into detail the more chance for comparisons, but there is a place if carried too far where the benefits to be derived will not pay for the operating cost. Each merchant will have to determine for himself how far he shall go, for many of the so-called experts and business organizers are more interested in selling special stationery than in perfecting a simple, workable plan that will tell a merchant what he wants to know without tying him up hand and foot with red tape."

RELIC OF THE PAST.

An old-time bread oven still in use at Murray Bay, Quebec, is shown in the accompanying illustration. The oven, as will be seen, is substantially built of stone in a hillside near the habitant's



Old Bread Oven in Quebec.

home. Its substantial construction is probably responsible for its use in days when such primitive methods have given place to the modern kitchen ranges which are to be found in practically every home in Canada.

After Jan 1st	After July 1st	GEO. ROME & CO. Place my name on your Examination List for semi-annual examination of Furnaces and Roofs in the following properties: No. STREET No. STREET No. STREET No. STREET No charge to be made or work done without first submitting a report on receiving order for same. NAME..... ADDRESS.....
" Feb 1st	" Aug 1st	
" Mar 1st	" Sept 1st	
" Apr 1st	" Oct 1st	
" May 1st	" Nov 1st	
" June 1st	" Dec 1st	

RETURN POST CARD SENT WITH CIRCULAR LETTER.

Accompanying the letter when sent out is a return post card, also reproduced

The Retail Paint Trade

DISPLAY PAINTS EARLY.

Merchants should be running a paint display—and the finest one they can—these fine days. The bright sun is showing up the wear and tear of the winter on the houses, barns and fences. The spring feeling in the air makes one think of spick and span looking walls, window frames and so forth. If a property owner has been thinking about using paint at all during the winter—and he should be if the merchant has followed out a good campaign of paint education—now is the time that the idea will have its greatest strength. The roads are fast getting into good shape. Traffic will be more frequent, and the customer, maybe on his first visit to the store, should be struck with a fine display of paint.

There is nothing to equal a window display in attracting attention. A sign post on the roads is a good reminder, but show a customer a well designed window and the effect is much stronger. Here he can see the tins himself, the beautiful shades on the colors slats, the representations of attractively painted cottages, and the other matter so exhaustively sent out by the manufacturer. Attracted by a good window display a man who has not thought of painting at once commences to think how he could use a pot or two to advantage, while the man, who has previously thought of painting steps right into the store. He cannot wait any longer. He wants to get at the job at once. It is all a matter of creating a desire.

The merchant who is first in the field with his window display, as in all other things, gets the strongest pull, usually the deciding one. There may be more than one paint merchant in the community—probably there is—and the farmer, no doubt has been well canvassed. He is probably undecided whose paints to use, and while he is making up his mind he strikes a good window display. "That looks fine paint," he says. "Good enough for me, if I can get anything so fine an effect as I see on that cottage design, I will buy here." So he steps into the store. This merchant reaps the advantage of the first pull.

If a dealer means to display his paints at all, he gains nothing by delay. Not only should he be early in the field, but he should keep on with the displays. An occasional window is nothing like so effective as a regular series. There is no need of the merchant getting short of material enough to change his designs. His paint manufacturer will supply him with an endless amount. There should be, therefore, no trouble in arranging a sequence of striking windows, and all differing in some important way. The merchant must not allow the effect of a good window to be lost by the design being too long continued. Passers by get accustomed to the one design, and the window has no further attraction. The interest must be kept up by changes.

The value of a good window display cannot be over estimated. The people of the community talk about a good window display, it whets their desire to buy paint, and it is a good advertisement for the store all the way round. The great thing is to be early in the field.



"the finish"
"that endures"

Floorglaze

Costs you nothing to see what our new Floorglaze proposition is. A postal does it.

Sells every day in the year, because the new additions to the regular M.L. Floorglaze Enamel Colors—the M.L. Floorglaze Lacs and Transparent—fit this line to get every dollar's worth of paint business in your neighbourhood—both for indoor use or out. The M.L. Floorglaze Lacs (10 of them—they wear like iron) match perfectly the grain and coloring of all the fine hardwoods used in furniture, floors, panellings and all building uses—while the M.L. Enamel colors (glass hard—brilliant—enduring) take care of every solid color requirement possible. A great money-making, kick-preventing line—you ought to know about it.

Samples, color cards and live proposition for live-wire dealers from our nearest agency:
Toronto, 6 Morse Street; Winnipeg, 108 Princess Street; Vancouver, 550 Beatty Street.

The Imperial Varnish & Color Co., Ltd.
TORONTO, ONT.



OILED AND ANNEALED WIRE

There is a difference in the quality of Wires.
"M.R.M." Oiled and Annealed is properly dried before being shipped, making it easily handled.

We make both large and small diameter coils.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

PAINT AND OIL MARKETS

MONTREAL.

April 1.—Despite the interruption of Easter, orders have swung in with great regularity and in increasing bulk. There is a strong spring movement, the mild weather having the effect of hastening business. It is anticipated that the general painting season will open very soon now, and dealers who have left off ordering are sending in with no further delay. All lines show good trading, and the various shipping departments are extremely busy.

The great feature of the markets is the rise in linseed oil. Following an advance last week of 3c, a very bullish tone appeared, and prices have steadily advanced until they are now around 90c for raw, and 93c for boiled. The scarcity in seed is naturally getting more pronounced, while stocks of oil are low. Turpentine in view of the new crops is about the only line which does not show extreme firmness, although no advance is reported in any other direction.

Turpentine—Owing to the nearness of the new crops, turpentine is slightly on the weak side, although no change of price is reported. There is plenty of turpentine available to carry on users until the new supplies are on the market. The demand shows a good spring movement. We quote 82c for single barrels.

Linseed Oil—As was anticipated, linseed oil prices have advanced, in all, about 7c—higher than any advance during the time the crushers were in agreement. In our last issue we anticipated \$1 oil in the near future, and the market seems to be getting that way. Of course, the scarcity in flax seed becomes more pronounced as time goes on, while the demand is very brisk. There is, therefore only one outcome, higher prices. We now quote 90c for raw and 93c for boiled.

Ground White Lead—The market is firm in view of the good demand, and a much better tone is apparent. White lead is forming a fair proportion of the general orders going out, and grinders are looking forward to a busy season. Prices are unchanged, and we quote: \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Red Lead—With increasing construction work the demand for red lead has improved, and much heavier bulk is now being shipped. Stocks are getting low, and fresh supplies will arrive none too soon. The market is firm, and we quote: Genuine red lead in casks, \$4.75; in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100-lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities, \$5.75.

Varnishes—There is a strong demand in evidence for shellacs with supplies in fair shape. Household, carriage, and furniture varnishes are moving well,

there being a growing call for large users. Varnishes in small tins are also showing a strong movement.

TORONTO.

April 1.—The paint trade at present is enjoying a record-breaking season, and from indications now to the fore this year will prove to be the best selling year in the history of paints in Canada. The first three months of 1910 have been ahead of a year ago, and although 1909 was the best paint year of recent times this present year is surprising everybody and is expected to eclipse last year's high record.

Prepared paints and Paris green are the prominent lines moving just now. Four carloads of the former were necessary to fill the city's orders for one week, and of Paris green London took a carload of 30 tons within the week. Of course some of these goods were to fill bookings made since the beginning of the year and for delivery at this time, but the present demand alone is wiping out the accumulation of existing stocks.

Prices are firming up. There is an advance of two cents a pound on colors in oil coming into force to-day and there is a probability of higher prices on putty and white lead, as well as prepared paints. The boosting of linseed oil prices is at the foundation of most of these advances, oil entering so largely into these products—colors and putty, especially. Oil is up another two points this week.

Linseed Oil—The big advances in linseed oil prices last week took away the breath of buyers. Another two-cent advance is noted this week, the present prices being 90c for raw and 93c for boiled oil in single barrels, and it is likely that an advance on these prices will take place before many days. It certainly looks like dollar oil ahead. Argentine and India seed crops are said to be accounted for, and crushers are depending on stocks in farmers' hands for supplies. If these facts prove to be correct there will be no chance for lower prices before June, and English opinion is to the effect that it will not be possible to lower prices before September. The only thing that could bring about lower prices now is the advent of substitutes for oil, and it cannot be said that the opportunities are not wanting. Soya bean oil and other substitutes have been offered in England and Europe generally, and this season has found fair quantities offered in the U.S. Canada has not been invaded to a great extent as yet, but there is no telling.

Turpentine—The naval stores season in the south commences to-day, and seldom has the outlook been so bright for turpentine. Crop prospects do not indicate any increase of supplies to burden the market, as the weather was none too favorable. Receipts in April are expected to be small. Less than half the



Big Profits in
China-Lac
The New Varnish Stain

CHINA-LAC, the new product of Brandram-Henderson, Limited, sole Canadian corrodors and grinders of Brandram's B. B. Genuine White Lead and makers of B. H. "English" Paints, is taking the country by storm.

Share in the fine profits our dealers are making. We will help you by the heavy general advertising we are doing in a list of the leading daily, weekly and monthly publications of Canada, and by furnishing you with attractive displays.

CHINA-LAC comes in a complete line of 14 colors, including white enamel and black gloss. It can be applied by any man or woman to furniture, doors, windows, screens, etc., and gives a china-like finish, glistening, elastic, washable and durable. When a woman, after buying a trial can from you, sees the beautiful result, she will come back for more—for she will notice many other things about the house which need CHINA-LAC.

It's easy money for you. Write us a post card to-day and get our proposition.

BRANDRAM-HENDERSON LIMITED

Montreal
St. John

Halifax
Toronto

PAINTS FOR ALL PURPOSES

A Great Line For the Dealer

It's much less work for the dealer to push one line of paint than it is a half dozen different lines. When the question of quality on one kind of paint is established it carries the supposition in the customer's mind that other kinds of the same make are just as good. And this is especially so of

The Martin-Senour Paints

For instance, one use of the **Martin-Senour Paint—100 per cent Pure**, is a recommendation to try the **Senour Floor Paint**—and it, in turn, gives such satisfaction that it suggests the use of other paints of the same make. All this without a word from the dealer. You should confine your efforts to one manufacturer's goods—don't scatter your shot, you'll make more money, too. Get our dealer's proposition and don't waste your energy trying to popularize a dozen different brands of paint for as many purposes. You'll find 'em all in our line. Write today.

THE MARTIN-SENOUR CO., Limited

Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Limited.

Halifax, Nova Scotia

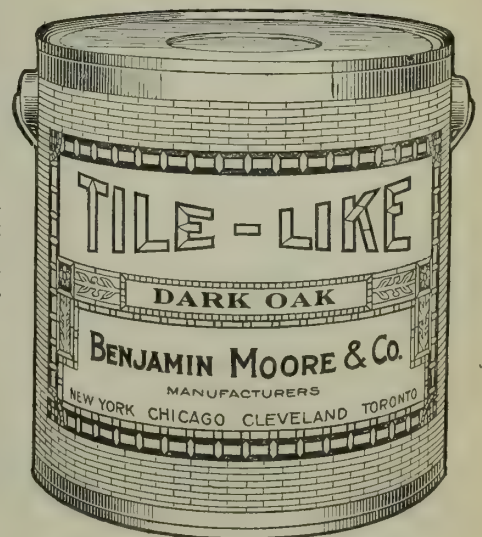


Here's a grand line to handle!

TILE-LIKE

"Tile-like" is a coloured Varnish and Stain Combined, which requires no stirring and is uniform in colour from start to finish. It will not hide the grain of the wood, and is admirably adapted for the practical painter's use. Made in eight colours, and in flat ground colour, black and white. Suitable for all kinds of interior work, especially where the wear and tear is considerable. Made of pure Kauri gum, and contains NO ROSIN.

We put all the money into "Tile-like," and don't spend it on expensive consumer advertising. You, Mr. Hardwareman, get all the benefit in price, and you'll find "Tile-like" a splendid seller.



Try it! Send for colour card and prices.

Benjamin Moore & Co., Limited

WEST TORONTO

New York

Cleveland

Chicago



quantity of "turps" on hand a year ago are available to-day. Locally there has been no change, the quotation varying from 83c to 84c. The tendency is towards firmer prices, but sales have not been great during the week.

White Lead—Shipments of white lead in oil are brisk at the present time and all next week a good movement is expected to outside points. Prices are very firm, and some jobbers are of opinion that higher prices are in prospect. Quotations this week continue at the old figures, ranging from \$5.75 to \$6.40.

Paris Green—Deliveries of Paris green are very heavy this week, and April is expected to make a good showing. This year's quotations are held to be reasonable and orders are steadier than last year in consequence. Kegs are at 18¼¢ a pound; drums, 19¼¢; and pound tins, 22¼¢.

Red Lead—Fair business is being done at prices ranging from \$4 to \$5 per hundred according to grade and quantity.

Glass and Putty—There is an effort being made to raise the standard of glass used in Canada, so that nothing below a third grade will be specified. Booking of glass for future delivery is active at unchanged prices, though if better quality glass is introduced prices will no doubt advance. Putty is selling well and some little booking is being done. Prices are firm. Casks are \$2; drums, \$2.50; and bladders in barrels are \$2.40. There is a strong probability of an advance, due to the rise of linseed oil prices.

Prepared Paints—Demand is particularly good just now for ready-mixed paints. Actual trading and deliveries of booked orders are calling for great quantities of goods. Varnishes and stains have a good movement also and sundries like brushes, glue, sponges, etc., are very fair.

Petroleum—While not so active as a couple of months ago, petroleum lines are fair sellers at unchanged prices.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

New Builders' and Other Tools—The Millers Falls Co., makers of tools at Millers Falls, Mass., and New York City, have recently published catalogue No. 31, devoted to illustrations and descriptions of their many lines of manufactures. The various articles of similar nature are grouped together for easy reference. Since catalogue No. 30 was issued a number of new tools have been produced, and these are set out and fully described in the new catalogue. They include a master brace, holdall brace, carshop and ship-carpenter's brace, bench hook, breast drill, bit gauge, lathe chuck, rigid and magazine back saw frames, glass cutters, and spoke trimmer. An alphabetical index at the end of the booklet is a convenience.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Steel Beams.—Thomas G. Scott, Dunnville, Ont., asks for the names of manufacturers of steel beams.

Hamilton Bridge Co., Hamilton.—Editor.

"Western Ontario" asks where he can purchase a rubber tired express wagon.

Gendron Mfg Co., Toronto; **Goderich Wheel Rigs Co.**, Goderich; **Imperial Ruttan Co.**, Stratford, and **Wm. Abbott**, London, for large delivery wagons.—Editor.

Pulley Blocks.—Codere & Fils, Sherbrooke, Que., ask for the names of manufacturers of pulley blocks.

Boston & Lockport Block Co., 116 Condor Street, Boston, Mass.—Editor.

Liquid Extract of Smoke.—Henry Gillies, hardwareman, St. Jacobs, Ont., asks where he can buy Krause's liquid extract of smoke.

This commodity is handled by the drug trade. **Lyman Bros.**, Front St., East, and other Toronto wholesale druggists, carry it in stock.—Editor.

Vacuum Cleaner.—Johns & Trefford, Southampton, Ont., ask who are the makers of the Acme Electric Vacuum Cleaner.

Acme Vacuum Cleaner Co., 20 St. Peter Street, Montreal.—Editor.

Distills.—P. F. McClary, Edmonton, asks where he can purchase a distil suitable for household use.

The Booth Copper Co., 115 Sumach Street, Toronto, make this article. Before installing one the permission of the Inland Revenue Dept. must be secured and the premises are subject to inspection at any time in order to see if drinking water or "fire-water" is being distilled.—Editor.

Sheet Brass and Zinc.—The Crown Broom Works, Vancouver, asks the addresses of some old country firms manufacturing sheet brass and zinc.

Kynoch, Ltd., Birmingham, and **Metal Finishers, Ltd.**, Bolton Works, Winders Road, Stoke Newington, London, N., are manufacturers of brass sheets. No zinc sheets are made in England, they being manufactured in Belgium, Silicia, etc. **F. Braby & Co.**, 352-364 Euston Road, London, N.W., and **Croggan & Co.**, London, Liverpool and Glasgow, are dealers in zinc.—Editor.

George R. Prowse, range and stove manufacturer, of Montreal, died last week at the age of 74. He was well known not only in commercial but public circles. When Mr. Prowse was in business with his father, who invented the first house-heating furnace introduced into Canada, they erected a store in St. James Street, Montreal, which was possibly the first to be built with a galvanized iron front. Later on the business was removed to McGill Street.

FLAXITE

Pale Boiled Flaxite Oil

It is evident that the world's acreage of Flax does not yield enough Linseed Oil to go round. Nor is there any great and immediate increase of area in sight.

We propose to meet the shortage in another way. Not by adulterating or "extending"—certainly not. All such doctored Linseed Oils are either very bad or risky. We have always opposed such mixtures and do so still.

But Linseed Oil is not absolutely essential for all good painting.

We have had "Flaxite" in view for a long time. The present high price of Linseed Oil gives us the opportunity for marketing it.

Flaxite is cheap, but though cheap it is a guaranteed Oil. We have not found any description of Paint in which it fails. Even for Pure Zinc White and White Lead we find it faultless.

It is warranted free from Mineral Oil. It mixes readily. Works freely. Dries nicely, and is as durable as Linseed.

We ask all our Agents to guarantee "Flaxite" as a Paint Oil.

Write
the
Makers

CANADA PAINT COMPANY

IT'S OUR AIM



to assist you always with your paint sales.

This is the right which goes with every agency for

RAMSAY'S PAINTS

We assist you by talking with your customers whenever you give us the chance.

We have paint talks that bring business to your store.

We talk to your customers on the bill boards in the newspapers and through the mails.

We talk more forcibly by the quality of Ramsay's Paints which always wins friends.

Then, after all, there is your profit. Ramsay's Paints are never charged at exorbitant prices, while for quality they stand unchallenged by any and all. You pay just the right price and get a proper profit.

Why not ask for our show cards.

Have you our handsome catalogue for 1910?

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842

GLASS IMPORTERS

Here is the Composition of NEW ERA PAINT

Pure White Lead; Oxide of Zinc; Pure Linseed Oil; Turpentine and Turpentine Japan Dryers. New Era Paint will cover more surface, last longer, hold its color better, stand the changes of weather and give a more brilliant finish than any other prepared paint.

Write for Prices

Standard Paint and Varnish Works Co.
WINDSOR, - - - ONT. LIMITED

When The Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices? Our new list on this line is

\$3.50	3.75	4.00	4.50	5.00	5.50	6.00	per gross
6	7	8	9	10	11	12	inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

**MILLERS FALLS COMPANY, 28 WARREN STREET,
NEW YORK, N.Y.**



THE "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making propositions there. You may find just what you are looking for.

"Elastica" stands the rocks!



The life of a Floor Finish is the life of the oil it contains, and

Elastica Floor Finish

outlasts all others because its oil lives and stays it the finish. The secret of this lies in our special treatment and ageing of the oil.

The lustre of ELASTICA lasts through the longest and hardest use.

Are you handling this splendid seller?

Our consumer advertising has created a big demand for it. Write for prices.

**International Varnish
Company, Limited**

(Canadian Factory of Standard Varnish Works)

Toronto

New York

Chicago

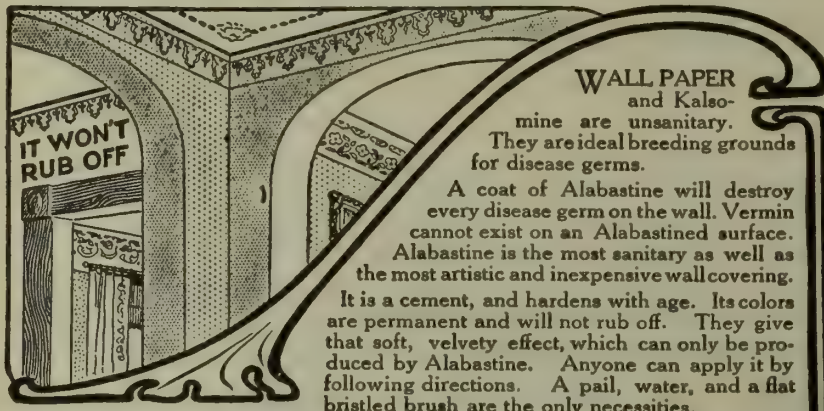
London

Berlin

Brussels

Melbourne

One of our new 1910 ads. appearing in leading Canadian publications



WALL PAPER
and Kalso-

mine are unsanitary.
They are ideal breeding grounds
for disease germs.

A coat of Alabastine will destroy
every disease germ on the wall. Vermin
cannot exist on an Alabastined surface.
Alabastine is the most sanitary as well as
the most artistic and inexpensive wall covering.

It is a cement, and hardens with age. Its colors
are permanent and will not rub off. They give
that soft, velvety effect, which can only be pro-
duced by Alabastine. Anyone can apply it by
following directions. A pail, water, and a flat
bristled brush are the only necessities.

**CHURCH'S
COLD WATER Alabastine**

None Genuine without Little Church on Label

FREE STENCILS

We have organized a Decorative Department, and are pre-
pared to furnish FREE COLOR SCHEMES to suit your particular needs,
as well as FREE STENCILS, to all users of Alabastine. Write today for
particulars. Our advice is FREE. Let us show you how to decorate your
Home in Harmony and Good Taste at a moderate cost.

The Alabastine Co., Ltd.,

Willow St., Paris, Ont.

Free Stencils

We ask your attention to one of our new ads.
for 1910. It is shown immediately to the left of
this paragraph. Read what it says about FREE
STENCILS.

Then, remember, this Free Stencil Idea is
ONLY ONE of the several extra sales schemes,
in addition to our \$10,000 Canadian Advertising
Campaign, that we have adopted in order to
add to the popularity of Alabastine.

Wide-awake dealers appreciate the thoroughness
and liberality of the co-operation we offer them.
Working hand in hand with us you can do a
big trade in Alabastine this year. Just ask us
to send you, by return of mail, our dealers'
sales plans for 1910. We charge you nothing for
sending them. And when you see them you'll be
mighty glad you asked for them

**The Alabastine Co.,
LIMITED**

PARIS, - - ONTARIO

THE DOUGALL VARNISH CO.

LIMITED
SUCCESSORS TO
M^C CASKILL DOUGALL & CO.



MANUFACTURERS OF
HIGH GRADE VARNISHES

ALSO
CANADIAN MAKERS OF THE
MURPHY VARNISH COMPANY'S
VARNISHES

MONTREAL

CANADA

THE ALL-BRITISH FIRM

Hobbies
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We are the Famous
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the only British Manu-
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British America Assurance Company

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Head Office, Toronto

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	- - - - -	\$1,400,000.00
ASSETS	- - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	- - - - -	29,833,820.00

WESTERN Incorporated
1851
ASSURANCE
... **COMPANY.**

FIRE
AND
MARINE

HEAD OFFICE—TORONTO, ONT.

Assets over - - \$3,570,000

Income for 1906, over 3,609,000

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BOWSER

Self-Measuring
Systems

For Handling Kerosene and Gasoline

Emphasize one feature that
is important above all others
in the general store—

CLEANLINESS

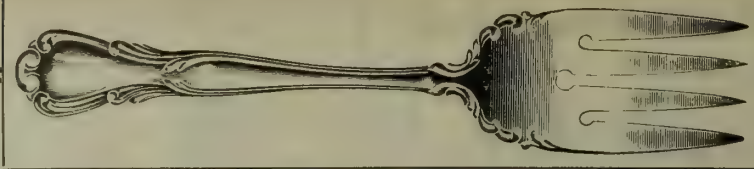
From the slopping and drip-
ping of faucets and funnels,
the porous boards of the
floor near the oil supply be-

come soaked through and through, making the appearance
unsightly and unclean. In any store, under the old method of
handling oil, this condition exists—it cannot be avoided. The
merchandise stored near such a place is easily contaminated.
After drawing oil, the least odor from the hands or clothes is
absorbed by the paper used to wrap up merchandise, which
quickly becomes infected with the disagreeable and nauseous
taste of oil.

The only system that will remove these objections is one that will hold the
oil in a tank absolutely leak and evaporation proof, measure the oil accu-
rately into the customer's can with neither spilling nor slopping, dispose
of unclean measures and funnels, and one in which the flow of oil is in-
stantly cut off the moment the desired amount is drawn. All of these
features and more are found in the Bowser Adjustable Measure Oil
Equipments. They will meet any conditions and requirements, being
made in more than fifty different styles.

If you are interested, you need only to drop a card, asking for Bulletin
15, and you will then receive full information.

S. F. Bowser & Co., Limited
TORONTO, ONTARIO



HERE'S
AN ARTISTIC LINE;

The "LEONORA" Cold Meat Fork

The cut shows this attractive and rapid-selling

fork half actual size. Made of best quality materials. Send for our complete catalogue. There are many lines in it you can handle with profit.

McGLASHAN, CLARKE COMPANY, Limited, - NIAGARA FALLS, ONT.

AGENTS: J. MACKAY ROSE, 88 MCGILL St., Montreal, Que.

N. F. GUNDY, 61 Albert St., Toronto, Ont.

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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

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BABBITT METAL

The "KING" Babbitt is known all over the Dominion.

It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed, or Medium Pressure and High Speed.

It has strength and tenacity, and will not crack or beat out under pressure.

The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.

This is a Copperized Metal.

The James Robertson Company, Limited

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Toronto

St. John

Winnipeg

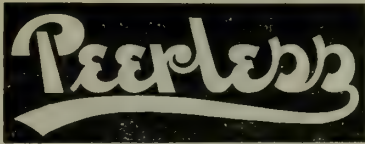
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

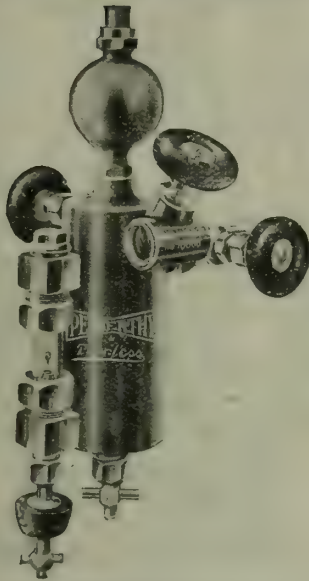
Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



Are You



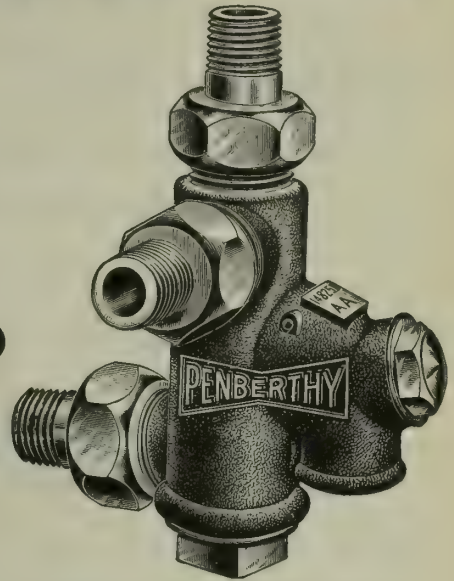
SIGHT FEED
STEAM LUBRICATOR

ANXIOUS TO INCREASE

Your Sales AND Your Profits?

Then Sell the Pen-
berthy Lines

MADE IN CANADA



THE GENUINE
PENBERTHY AUTOMATIC INJECTOR

You Can Sell

PEERLESS LUBRICATORS

because they are exactly what engineers and steam users want. In other words, they sell themselves.

Tell your customers some of the good points of the Peerless—for example, the gauge glass is located at the top of the cup, so that the amount of oil can be gauged up to the last drop.

The filler chamber contains a special vent which allows the air to escape as the cup is being filled, no oil need be wasted.

The drain valves are so constructed that they cannot jar off and become lost.

It's a cold weather cup, as the arm which passes through the oil body is always filled with live steam and keeps the oil in fine condition for feeding.

Why Not Put in an Order To-day?

You Can Sell

THE GENUINE PENBERTHY INJECTORS

because they always "make good" wherever they are at work – and your customers know it.

Our experience of a quarter of a century and our guarantee are back of you when you pass anything over your counter with our name on.

Don't Forget to specify "Penberthy" when you buy

Injectors
Ejectors
Lubricators
Oil Cups
Grease Cups,
Whistles, etc.

"It Pays to Buy the Best."

MANUFACTURED BY

Penberthy Injector Co., Limited

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"BANNER" 1910

The Cold Blast Lantern

Full of New Improvements

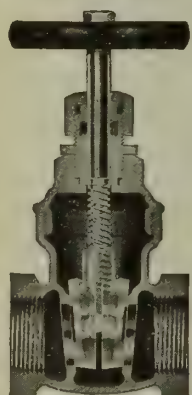
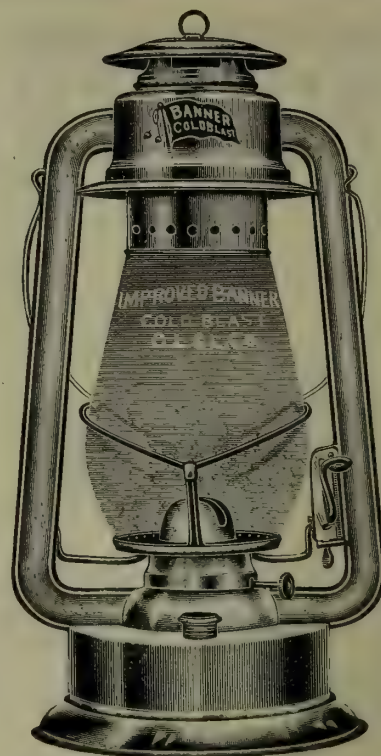
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New Air Chamber New Tubes
New Screw Cap

Impossible of Improvement

Our Patent Safety Lock
Our Patent Double Seamed Oil-Well

Handled by all Jobbers. Ask for descriptive catalogue.

ONTARIO LANTERN & LAMP COMPANY, LIMITED
HAMILTON ONTARIO



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

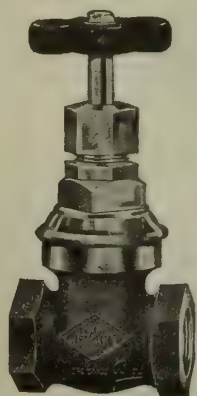
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WE WANT YOUR ORDERS FOR BRUSHES and BROOMS

for the Spring trade, and we have the facilities to handle the business with satisfaction to our customers.

With the largest plant in Canada, and the most complete range of goods, we are prepared to meet all demands.

Stevens-Hepner Co., Limited
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Reasons Why Star Expansion Bolts are Trade Pullers!

An extensive educational advertising campaign which thoroughly covers all parts of Canada, driving into every dealer's store in the Dominion, who handles the STAR, hundreds of live inquiries weekly. We maintain a dealer's information and service bureau for the benefit of those dealers who care to write to us for selling plans and ideas.

We employ a system of "Follow up," one of the best of its kind in the world. Let us give you the benefit of our years of selling experience. Then add your own. Write for "It" samples and catalogue 36.



Star Expansion Bolt Co

Catalogue Department 36

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MAXWELL'S LATEST

is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever, this lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly-block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

DAVID MAXWELL & SONS - ST. MARYS, ONT.



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BOXWOOD RULES as manufactured by us have a superiority due to the quality and seasoning of the wood; to the weight of the metal used in the Joints and Trimmings, the nicety of graduation, and the care given to the finish. The rules are made in a wide variety of numbers, varying in length, width, forms of joints and plates, style of trim, and graduation.

Send for Catalogue containing our complete line



STANLEY
RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.



Letters and Numbers

White Enamelled
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Gold Glass
Solid Brass
Stamped Brass
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Also Enamelled Iron, Glass and Brass Signs.

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King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

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**Lion
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Purity
Strength

BABBITS FOR ALL MACHINERY PURPOSES



LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE

A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount
THE LION METAL CO., ST. PAUL, MONTREAL

**Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts**

Uniform Product, Accurately Machined

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A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic; it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.



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One-Hand Flour Sifters

Retails at
35 cents

ORDER NOW



Each List at
\$50.40 Gross

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Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

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AVOID IMITATIONS OF OUR

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BY SEEING THAT THIS EXACT
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Diamond Brand Fittings

ARE UNEQUALLED FOR

FIT, THREAD AND FINISH

Cater for the best class trade by featuring "Diamond" Brand.

FITTINGS LIMITED - OSHAWA

Jessop's Steel

To Secure Good Results

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Neptune Unrivalled Patent Steel Wire

is the Strongest, Most Elastic and Most Economical Wire on the market. The 12 $\frac{1}{2}$ g. and 14g. will save you over 60 per cent. as against No. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

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'NEPTUNE UNRIVALLED,' 12 $\frac{1}{2}$ g.	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g.	1125 lbs.	471 yds.
'NEPTUNE UNRIVALLED,' 14g.	730 lbs.	2000 yds.
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Manufacturers: Felten & Guillaume, Lahmeyerwerke-Actien-Gesellschaft Carlsberg, M.E., Mulheim-on-Rhine.

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"POLAR STAR" ICE CREAM FREEZER

Absolutely pure Ice Cream made with Little Labor in 5 to 10 Minutes at a cost of from 5 to 10 cents for Ice and Salt.

Booklet of recipes for Bread, Cakes, Ice Cream, Sherbets and Frozen Puddings, with each Machine.

Quickest Acting — Most Sanitary.
Simplest — Cheapest in the World.

If your jobber cannot supply you
Write us for illustration and prices.

SMITH HARDWARE CO., LTD., MONTREAL

BLACK JACK

QUICK, CLEAN, HANDY.



TRY IT.

SOLD BY ALL
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$\frac{3}{4}$ -lb. tins—3 doz. in case.

Worth Pushing

An absolute necessity to every farmer and gardener is our Compressed Air

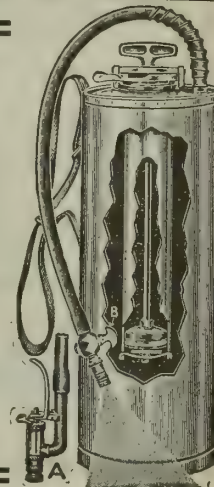
Automatic Hand Spray

Show every farmer visiting your store how useful this spray is for destroying grubs on hoe crops and fruit trees; kalsomining cellars, out-houses, etc. You can demonstrate that the Cavers Automatic Sprayer will save its cost in the potato crop alone. Runs automatically 6 to 10 minutes—a boy can operate it. Full particulars free upon request.

CAVERS BROS.

Manufacturers

GALT, ONT.



When in the market

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

CUSTOM PLATING

Nickel—Silver—Copper

EXPERT WORK ONLY

WE PAY THE FREIGHT

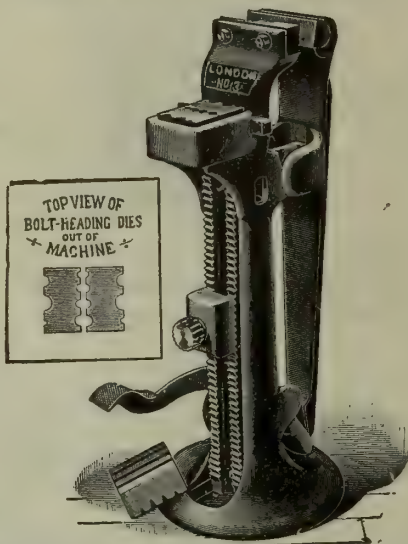
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SELL MORE GOODS

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P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
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Kansas Pruning Knife

IMPROVED

THE KNIFE that has revolutionized Tree Pruning and made heavy work light and pleasant. The knife works automatically, no levers to pull by hand. For taking off any limb next to the body, just put the hook over the limb and pull on the handle and off comes the limb. For taking off small outer or swinging branches, viz: shaping, budding, etc., put the hook over the limb and pull on a cord and not the handle. The work the Kansas Pruning Knife will do is wonderful—it is rapid, easy and makes a clean, smooth cut. Thousands in use that are giving the best satisfaction.

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With its April number **BUSY MAN'S MAGAZINE** breaks all its previous records. Canadians who have not been watching the growth of this magazine will get a big surprise when they see the April number. In size, in illustrations, in the scope of its articles and stories, it now ranks with the leading illustrated magazines on the American Continent.

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Four Articles for Women

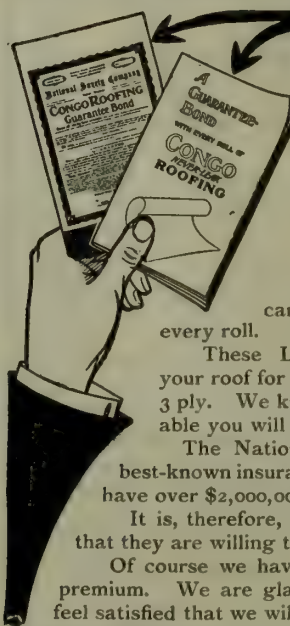
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Congo is the *only* ready roofing carrying a National Surety Bond in every roll.

These Legal Bonds absolutely guarantee your roof for 10 years if covered with Congo 2 or 3 ply. We know from experience that it is probable you will get even longer service.

The National Surety Company is one of the best-known insurance companies in the country. They have over \$2,000,000.00 assets.

It is, therefore, a matter of keen satisfaction to us that they are willing to stand behind Congo.

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We feel that when the people of the country realize that we are willing to back up Congo with an *honest and liberal Guarantee* they will buy Congo—and Congo only.

If you will send us your name and address we will be glad to send you samples of Congo and a copy of the Surety Bond so that you can see exactly how liberal this offer is. Write promptly.

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OVENS

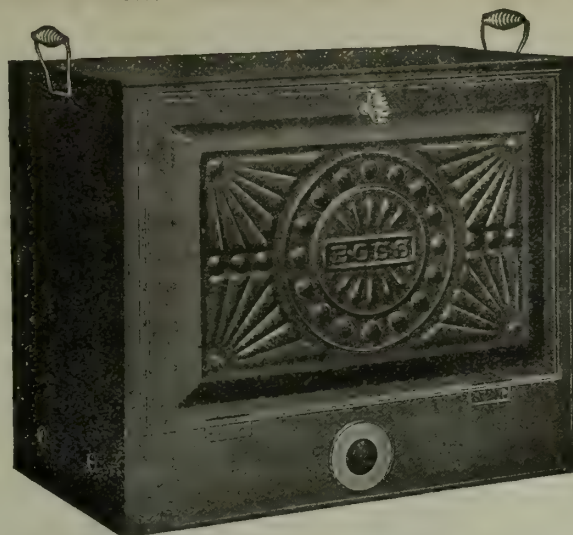
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A complete assortment from which
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drop us a line when you see this.

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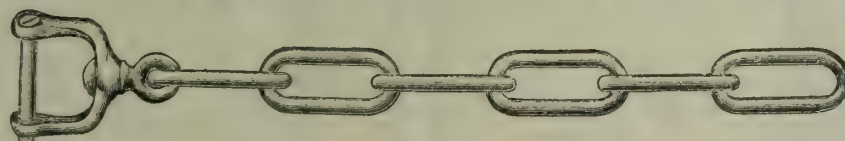
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The "Radium" is an honest Razor—a man's razor—and as perfect a razor as human skill can produce. Every blade hand-made from the very best quality bar razor steel, tempered by our own process. Perfectly ground, honed and set ready for use. Every razor guaranteed.

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**Highest
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SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

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Ties**

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PLYMOUTH CORDAGE CO.

PLYMOUTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lath yarns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

Stocks at

TORONTO
MONTREAL
HALIFAX

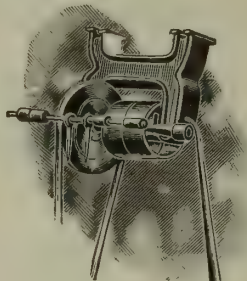
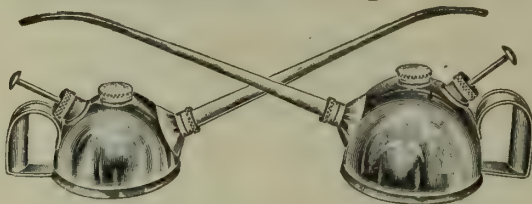
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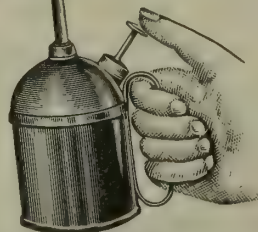


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For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

The AYLMER



Branch Pipe Double
Acting Force Pump
fitted for Windmill
or Hand use.

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

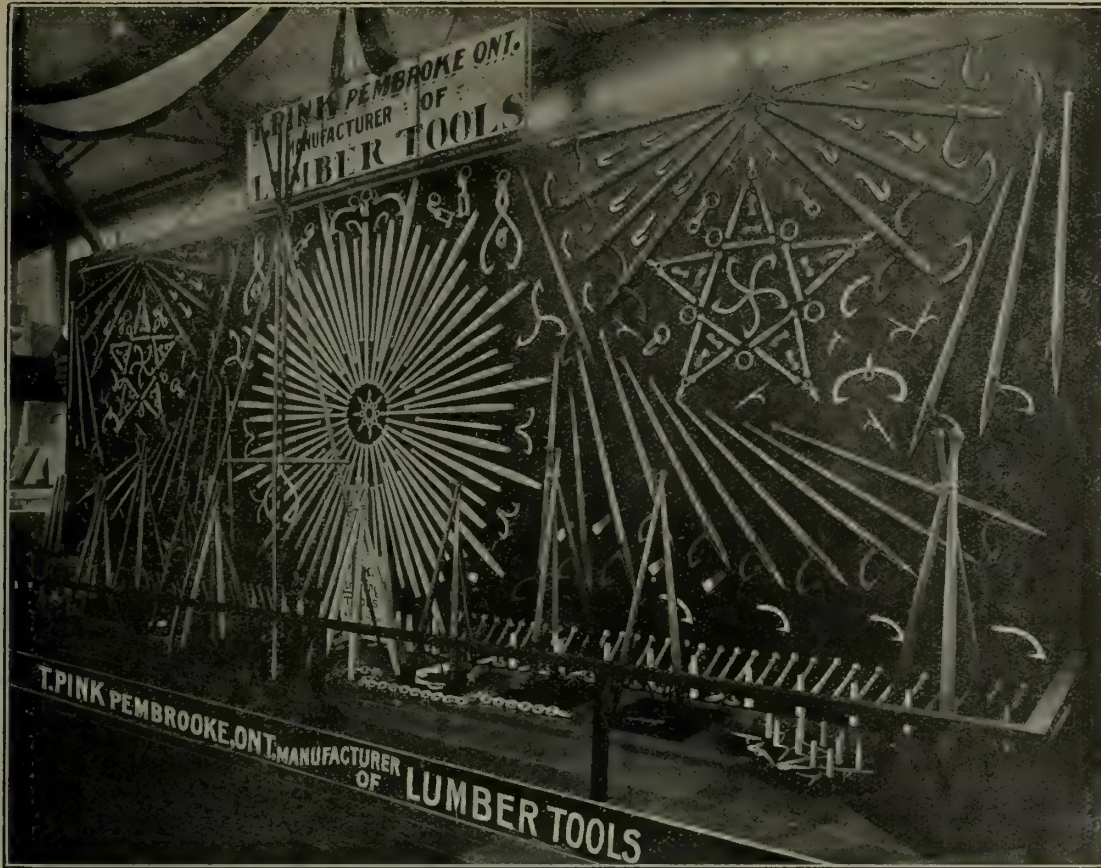
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AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



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Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



The "Railroad Special" Wrench

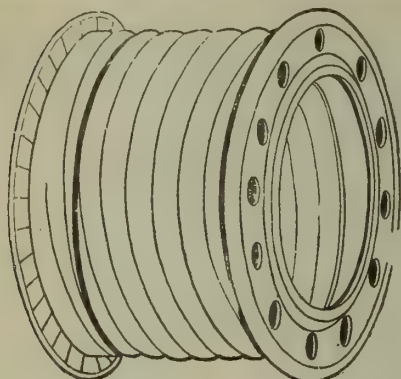
The strongest Wrench made, barring none, because the head and bar is drop forged in one piece from open hearth steel.

The screw and jaw are deeply threaded. Fitted with the "W. & B." indestructible iron handle. Every wrench case hardened and highly finished. Built for service and used by the largest railroad systems in the world because it saves them money.

Write for catalogue and prices.

The WHITMAN & BARNES MFG. CO.
ST. CATHARINES, - ONTARIO

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

GILBERTSON'S

COMET Galvanized Sheets

are FULLY EQUAL to any galvanized sheets sold in Canada, irrespective of the BRAND.

WHY PAY FOR THE BRAND?

Makers, W. GILBERTSON & CO., LTD.,
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JENKINS & HARDY

Assignees, chartered Accountants, Estate and Fire Insurance Agents.

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Condensed Ad.

IN

Hardware and Metal

For Keen-cutting edge and quality of materials no line is "quite as good" as

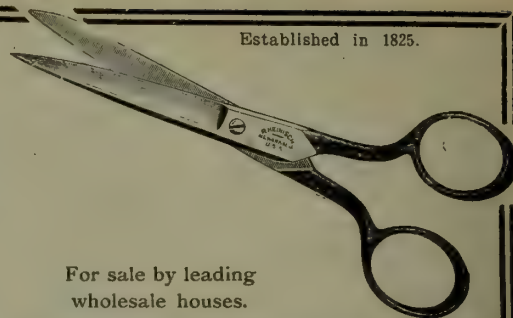
HEINISCH

Trimmers, Tailors' Shears and
Tinnern's Snips

The steadily increasing sales of "Heinisch" goods is evidence of their popularity. See to your stocks!

R. HEINISCH'S SONS CO. U.S.A.
Newark, N.J.

Established in 1825.



For sale by leading
wholesale houses.

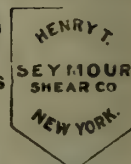


SEYMOUR SHEARS

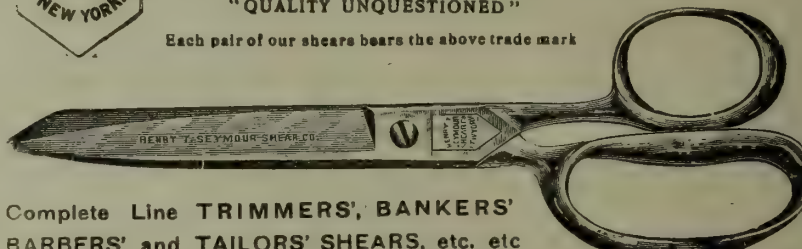
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

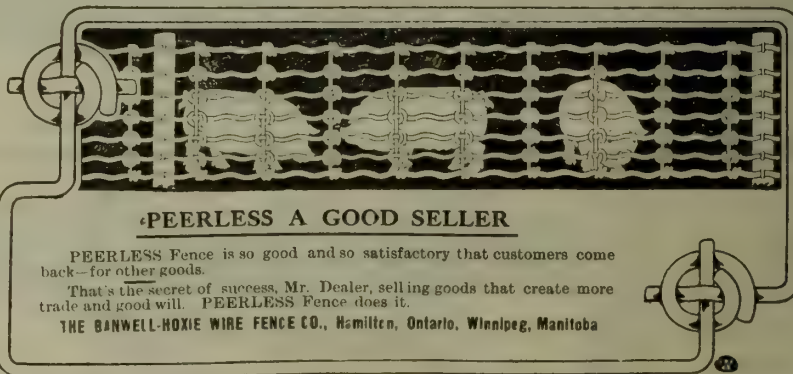


Complete Line TRIMMERS', BANKERS'
BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Latest catalogue will be sent in exchange for your business card.



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba

A
Brave
Show!

That's what the boy wants in his express wagon

Buster Brown

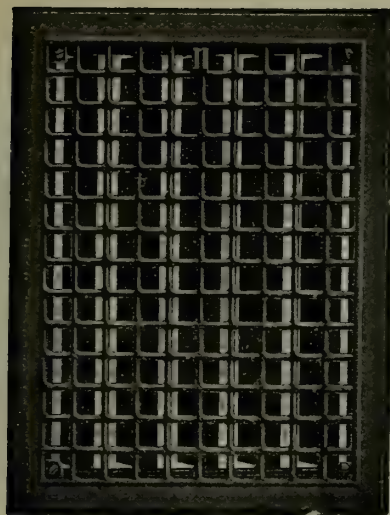
Children's Express Wagons are beautifully painted and striped, are very strongly made and easy running. In four sizes at popular prices. Try a few of these splendid sellers.



Made by
The Woodstock Wagon & Mfg. Co.
Limited

WOODSTOCK, ONTARIO

JAMES STEWART MFG. CO., Limited, Winnipeg, Western Agents.



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Large Air Space. Low Prices.

Get our 1909 Catalogue.

The HART & COOLEY CO.

Factories:

NEW BRITAIN, CONN.

Office: NEW YORK.

Office: CHICAGO, ILL.



Building Papers FOR ALL PURPOSES

We can give you the best possible value in

Tarred Felt

Roofing Papers

3-Ply Ready Roofing

Coal Tar and Roofing Pitch

P. & B. Cold Storage

Insulating Papers

WRITE US FOR QUOTATIONS ON THESE GOODS.

We want you on our list of customers, if you are not already there.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

When ordering your Spring requirements in

WIRE NAILS and OILED AND ANNEALED WIRE

Specify for the products of

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George Laidlaw

Winnipeg—Harry F. Moulden

AWARD OF THE ELLIOT CRESSON GOLD MEDAL given by the Franklin Institute for Superiority Over All Other Files Tested



TO THE DREADNAUGHT PATENT MILLING FILE

For the most meritorious invention of the age: On cast iron 29 commercial files were tested and the best removed 20.6 inches. A *Dreadnought* removed 143.75 inches. Four were tested. High carbon Steel, the best commercial file, removed 6.4 cubic inches. The *Dreadnought* removed 25.8 cubic inches.

DOES THIS MEAN ANYTHING TO YOU: The *Dreadnought* files are made with backs and handles also with tang in fine cut for Mill and Saw Work. Horse-shoeing tools in plain and tanged. If the goods are wrong you get your money back.

Manufactured by

The J. H. Hanson Tilley Co., Ltd., 422-424 St. Paul St., MONTREAL, P.Q.

AGENTS: Vancouver, B.C.—Flock & Thompson. Winnipeg, Man.—Bissett & Loucks, Limited. Hamilton, Ont.—Frank Radigan. St. John, N.B.—The Jas. Robertson & Co. Halifax, N.S.—Austin Bros. St. John's, Newf.—Argel Engineering & Supply Co. Limited

THE 'SUCCESSFUL DEALER' gives the best value to the CONSUMER for HIS MONEY.

He should be able to advise his customers as to the material suited to their requirements under local conditions.

When he can save dollars for them and GIVE SATISFACTION at the same time HE holds his customer FAST by increasing his buying power; thus each party profits by it.

OUR BRANDS are all satisfactory.

BLACK DIAMOND TARRED FELT

JOLIETTE and CYCLONE SHEATHING

We also make a fine variety of wrapping papers.



ALEX. McARTHUR & CO., Limited

82 McGill Street

MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb. ... 0 08 1/2 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c; Imperial Tough, 40c; White Brass, 35c. Metallic, 35c; Harris Heavy Pressure, 25c; Hercules, 25c; White Bronze, 15c; Star Frictionless 10c; Alluminoid, 9c; No. 4; 5c, per lb.

James Robertson Co.—Extra Monarch, 60c; Monarch, genuine, 50c; Monarch Crown, 40c; Swastika babbitt metal, 25c; King, 22c; Fleur-de-lis, anti-friction, 20c; Thurler, 15c; Philadelphia, 12c; Canadian 10c, per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c, per lb.; No. 1, 10c; 2, 8c; 3, 7c; Langwell's special anti-friction metal, 15c, per lb.

Lion Metal Co., Montreal.—Lion Extra, 60c; Genuine, 50c; Crown, 40c; Anti-friction, 30c; Special, 25c; "A," 20c; "B," 15c; "C," 12c; Mag Metal, 10c; No. 1, 10c; No. 2, 8c; No. 3, 6c, per lb.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, 1/2 to 1 inch, per 100 lb.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch.	2 30	2 40
Tubes, per 100 feet, 1 1/2 inch.	9 50	9 00
" " 2 " "	8 25	8 50
" " 2 1/2 " "	10 50	10 00
" " 3 " "	12 00	12 10
" " 3 1/2 " "	15 00	15 30
" " 4 " "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge.	0 23
Rods, base 1/2 to 1 inch, round.	0 22
Tubing, seamless base, per lb.	0 26
Tubing, iron pipe size, 1 inch base.	0 24
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin corks, 70 p.c.
Flatway stop and stop and waste corks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins's disc, standard valves, 62 1/2 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62 1/2 p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62 1/2 and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

	COPPER	Per 100 lb.
Casting ingot.	14 50	14 50
Out lengths, round bars, 1/2 to 2 in.	21 00	
Plain sheets, 14 oz., 14 x 48", 14 x 60"	22 00	
Plain, 16 oz., 14 x 48 and 14 x 60	22 00	
Tinned copper sheet, base.	24 00	
Planished base.	28 00	
Braziers, in sheets, 62 1/2	23 00	
COPPER AND BRASS WIRE		
Brass, 60 p.c.; copper, 62 1/2 p.c.		

IRON AND STEEL

	Montreal	Toronto
Canadian foundry, No. 2	22 00	
Middleboro, No. 3 pig iron.	19 00	21 00
Summerlee, No. 2	21 00	23 50
Carron, special.	20 50	
Carron, soft.	20 25	
Cleveland, No. 1	19 75	21 75
Clarence, No. 3	19 50	21 50
Jarrow.	21 75	
Glenarnock.	23 50	
Radnor, charcoal iron.	32 00	32 50
Deseronto charcoal iron.	24 00	24 00
Ayresome, No. 3.	20 00	
Ferro Nickel pig iron (Soo).	25 00	
Steel billets, Bessemer or open hearth, 27.50 f.o.b. Pittsburgh.		
Angles.	2 60	2 60
Common bar, per 100 lb.	1 90	2 00
Forged iron	2 05	2 10
Refined " "	2 15	2 25
Horseshoe iron	2 15	2 25
Mild steel.	1 90	2 10
Sleigh shoe steel.	1 90	2 10
Iron finish machinery steel	1 95	2 10
Iron finish steel (foreign).	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 10
Sheet cast steel.	0 15	0 15
Toe calk steel.	0 40	0 50
Mining cast steel.	0 07 1/2	0 08
High speed.	0 65	0 65
Capital tool steel.	0 50	
Cammell Laird.	0 16	
Black Diamond tool steel.	0 06 1/2	0 08
Corona tool steel.	0 12 1/2	
Silver tool steel.	0 12 1/2	
COLD ROLLED SHAFTING		
9-16 to 11-16 inch.	0 06	
1 to 17-16 " "	0 05 1/2	
17-16 to 3 " "	0 05	
Montreal, 25 and 2. Toronto, 30.		

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 " "	2 30	2 55
14 " "	2 20	2 35
17 " "	2 20	2 45
18 " "	2 20	2 45
20 " "	2 20	2 45
22 " "	2 25	2 55
24 " "	2 25	2 55
26 " "	2 35	2 65
28 " "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets.	2 40	2 60
All bright, 52 sheets.	3 50	3 60
Galvanized—Apollo D. Crown Ordinary	4 45	4 35
60.	4 70	4 60
20x28x80.	8 90	8 70
	9 40	9 20

	GALVANIZED SHEETS (CORRUGATED)
22 gauge, per square.	5 50
24 " "	4 50
26 " "	3 50
28 " "	3 30

	GALVANIZED SHEETS	Colborne	Gordon	Gorham's
B.W. Queen's Head	Fleur-de-lis	Crown	Best	
16 20.	3 60	3 35	3 60	
22 24.	3 65	3 40	3 65	3 95
26.	4 05	3 80	4 05	4 20
28.	4 25	4 00	4 25	4 45

Less than one lot 25 cents extra.

	Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 35	
26 " "	3 85	3 40	
28 " (26 English).	4 10	3 85	
10 1/2 oz., equal to 28 English	4 35	4 15	

	IRON PIPE	Black.	Galvanized
Size (per 100 ft.)	1 inch	2 03	3 88
" "	2 " "	2 25	3 08
" "	3 " "	2 63	3 48
" "	4 " "	3 28	4 43
" "	6 " "	4 70	6 35
" "	8 " "	6 41	8 66
" "	10 " "	7 70	10 40
" "	12 " "	10 26	13 86
" "	14 " "	16 39	22 14
" "	16 " "	21 52	29 07
" "	18 " "	27 08	36 58
" "	20 " "	30 78	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions 65; malleable by hines, 65; nipples, 75 and 10; malleable, lipped union s. 65.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c. Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95. Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent. Furnaces—45 per cent. Registers—70 per cent. Hot Water Boilers—50 and 10 per cent. Hot Water Radiators—50 and 10 per cent. Steam Radiators—50 and 10 p.c. Wall Radiators—50 and 10 p.c. Specials—25 p.c.

OLD MATERIAL

	Dealers buying prices:	Montreal	Toronto
Heavy copper and wire, lb.	0 11 1/2	0 11 1/2	
Light copper bottoms	0 10	0 10 1/2	
Heavy red brass	0 10	0 10 1/2	
" yellow brass	0 08	0 08 1/2	
Light brass	0 08 1/2	0 08 1/2	
Lead	0 02 1/2	0 02 1/2	
Heavy lead	0 02 1/2	0 03	
Scrap zinc	0 03	0 03 1/2	
No. 1 wrought iron	12 00	11 00	
Machinery cast scrap, No. 1	16 00	15 50	
Stove plate.	12 50	13 00	
Malleable	9 00	8 00	
Miscellaneous steel	7 00	6 00	
Old rubbers	0 09	0 09	

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb.	3 75	3 85
Bar pig, per 100 lb.	4 15	4 25
Sheets, 2 1/2 lb. sq. ft., by roll.	5 00	5 00
Sheets, 3 to 6 lb. ft.	4 75	4 75
Cut sheets 3/4, per lb. extra.		
Cut sheets to size, 2c. per lb. extra.		

LEAD PIPE

Lead Pipe and Waste, 25 p.c. Casing lead, 4 1/2 c. per pound. Traps and bends, 50 per cent.

SOLDER.

	Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 19	
Wiping	0 18 1/2	0 17 1/2	

SHEET ZINC.

10-wt. oaks	6 75	6 75
Part oaks	7 00	7 00

SPELTER.

Foreign, per 100 lb.	6 00	6 00
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TIN AND TINPLATES

Lamb and Flag and Struts—56 and 28-lb. ingots, 100 lb. \$35 50 35 00

	Charcoal Plates—Bright	Per box.
M.L.S., Famous (equal Bradley)		
I.O., 14 x 20 base		\$6 00
I.X., 14 x 20		6 50
I.X.X., 14 x 20 base		7 50

	Raven and Vulture Grades—	Per box
I.O., 14 x 20 base		5 00
I.X., 14 x 20		6 00
I.X.X., 14 x 20		7 00
I.X.X.X., 14 x 20		8 00

	'Dominion Crown Best'—Double Coated, Tinsaid.	Per box
I.O., 14 x 20 base		5 50
I.X., 14 x 20		6 50
I.X.X., 14 x 20		7 50

	'Allway's Best'—Standard Quality.	Per box
I.O., 14 x 20 base		4 25
I.X., 14 x 20		5 00
I.X.X., 14 x 20		5 25

Bright Cokes.

	Bessemer Steel—	Per box
I.O., 14 x 20 base		4 00
20x28, double box		8 00

Charcoal Plates—Terns.

	Dean or J. G. Grade—	Per box
I.O., 20x28, 112 sheets		7 50
I.X., Terns Tin		9 00

	Cookley Grade—	Per box
X X, 14x56, 50 sheet box.		6 75
" 14x60, "		
" 14x65, "		

	Tinned Sheets.	Per box
72x30 up to 24 gauge, case lots		7 25
" 30 "		8 00

WIRE

ANNEALED OUT HAY BAILING WIRE. No. 17, \$3.30; No. 11, \$3.97; No. 12 and 13, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$2.70; 8 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras in 100-lb. lots: No. 17, \$5—No. 18 \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21 \$7—No. 22, \$7.50—No. 23, \$7.85—No. 24, \$8—No. 25, \$8.50—No. 26, \$9—No. 27, \$9.50—No. 28, \$10—No. 29, \$10.50—No. 30, \$11—No. 31, \$11.50—No. 32, \$12—No. 33, \$12.50—No. 34, \$13. Extras net—tinned wire, Nos. 17-25 \$2—Nos. 26-31, \$4—Nos. 32-34, 6c. Coppered, 75c—oil, 10c—in 35-lb. bundles, 15c—in 50 and 10-lb. bundles, 25c—in 1-lb. hanks, 50c—in 1-lb. hanks, 35c—in 1-lb. hanks, 50c—packed in oaks or cases, 15c—bagging or papering, 10c



SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

SIMONDS No. 8½

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is Made of Simonds Steel. Covered by the broadest Simonds warranty.

HAY WIRE IN COILS.

\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, \$2.75; 6, 7, 8, \$2.70; 9, \$2.25 10, \$2.75; 11, 2.80; 12, \$2.40; 13, \$2.50 14, \$3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off. Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in cases or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks \$1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb. 2 50 2 55
Galvanized, plain twist. 2 80 2 85
F.O.B. Montreal.
Galvanized barb. f.o.b. Montreal, \$2.65 for small lots and \$2.55 for car lots.
Dominion special field fencing, 3¾ p.c. small lots; extra 5 p.c.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, ½, inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized..... 2 85
Plain..... 2 60

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent.

BEESWAX

Per lb..... 0 40

CHEMICALS.

In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 05
" flaked 0 05½
Green copperas (green vitrol) 0 01
Sugar of lead..... 0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure. 0 09
Chrome yellow 0 18
Golden ochre 0 11
French " 0 09
Chrome green 0 11
French permanent green 0 15
Signwriters' black 0 17
Marine black, 25 lb. iron..... 0 05

GLUE.

Domestic sheet, in barrels..... 0 09½
French medal " 0 10

PARIS GREEN.

Montreal Toronto
Drums, 50 and 100 lbs..... 0 19½ 0 19½
Packets, 1-lb., 100 in case 0 21½ 0 21½
" ½-lb. 0 23½ 0 23½
Tins, 1-lb., 100 in case..... 0 22½ 0 22½

PARIS WHITE.

In bbls 1 00

PIGMENTS.

Orange Mineral, casks 0 09
" 100-lb. kegs..... 0 09

PREPARED PAINTS.

Barn (in bbls.) 1 gal. ins. 0 70
" 5 gal. tins 0 85
Sherwin-Williams paints, qt. tins.... 1 70
Canada Paint Co.'s mure, qt. tins.... 1 60
Globe house paint (Windsor)..... 1 25
" New Era house paint (Windsor).... 1 35
Benj. Moore Co.'s "Ark" Bd 1 25
Moore's pure linseed oil, H.C. 1 35
Brandram-Henderson's "English" qt. tins 1 60
Ramsay's paints, Pure, per gal. 1 40
" Thistle, 1 10
Martin-Senour 100 p.c. pure, 1 70
Senour's Floor Paints..... 1 40
Jamieson's "Crown and Anchor" 1 40
Jamieson's floor enamel..... 1 75
Island City pure paints..... 1 40
Sanderson Peary's, pure 1 30
Robertson's pure paints..... 1 35

PLASTER OF PARIS

Per barrel..... 2 30

PINE TAR

Half-pint tins, per dozen..... 0 60

PUTTY.

Standard.
Bulk in casks 2 00
" 100-lb. drums 2 50
Bladders in bbls 2 40

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt. 4 75
Genuine, 100 lb. kegs, 5 25
No. 1, casks, per 100 lbs..... 4 25
No. 1, kegs, per 100 lbs..... 4 75

SHINGLE STAINS.

In 5-gallon buckets..... 0 75

TURPENTINE AND OIL.

Montreal Toronto
Prime white petroleum per gal 0 13½
Water white 0 15½
Pratt's astral 0 17½
Castor oil, per lb. 0 08
Motor Gasoline single bbls 0 16½
Benzine, per gal single bbls 0 15½
Turpentine, single barrels 0 82
Linseed Oil, raw, 0 90
" boiled 0 93

VARNISHES.

Per gal. cans.
Carriage, No. 1..... 1 50
Pale durable body..... 3 50
" hard rubbing 3 00
Finest elastic gearing 3 00
Elastic Oak 1 50
Furniture, polishing 1 15
Furniture, extra 0 90
" No. 1 0 85
" union..... 0 85
Light oil finish..... 1 30
Gold size japan 2 00
Turps brown japan 1 50
No. 1 brown japan 1 00
Baking black japan..... 1 35
No. 1 black japan..... 0 90
Benzine black japan 0 70
Crystal Damar..... 2 50
No. 1 2 25
Pure asphaltum..... 1 40
Oilcloth..... 1 50
Lightning dryer 0 75
Elastiline varnish..... 2 00
Granitine floor varnish..... 2 50
Maple Leaf coach enamels 1 20
Sherwin-Williams' kopal varnish 2 50
Canada Paint Co.'s sun varnish 2 00
" Kyanite Interior Finish..... 2 40
" Flint-Lac, coach 1 80
B.H. Co's "Gold Medal," in cases 2 50
Jamieson's Copalene..... 2 50
Flatline floor finish 3 07
Elastic exterior finish 4 25

Island City Dreadnought Finish ... 2 50
C.O. Co's. Permatite, interior..... 2 00
" Herculo, exterior..... 2 50
" Reflex, floor..... 2 25
" Japanite Dryer 1 25
Stovepipe varnish, ½ pints, per gross. 8 00
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., \$2.30.
Pure white shellac varnish, in barrels 1 75
Pure orange " " 1 70
No. 1 orange " " 1 25

WINDOW GLASS

Size United Star Double
Inches. Diamond
Under 26..... \$4 25 \$ 6 25
26 to 40 4 65 6 75
41 to 50 5 10 7 50
51 to 60 5 35 8 50
61 to 70 5 75 9 75
71 to 80 6 25 11 00
81 to 85 7 00 12 50
86 to 90 15 00
91 to 95 17 50
96 to 100 20 50
Toronto, 30 p.c. to 30 and 5 p.c. Broken boxes, 50 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto
Munro's Select Flake White..... 6 25 6 40
Elephant Genuine 6 25 6 40
Lily Pure..... 5 75 5 90
Tiger Pure 5 55 5 70
Monarch (Windsor)..... 6 50
Essex Genuine (Windsor)..... 5 50
Brandram's B. K. Genuine 6 85 7 00
Ramsay's Pure Lead 5 50 5 65
Ramsay's Exterior 5 25 5 60
" Crown and Anchor, pure..... 5 75 5 90
Island City pure lead..... 5 75 5 90
Sterling C.P. 5 75
" Decorators 5 25
Sanderson Peary's 5 75
Robertson's C.P., lead..... 5 50 5 65
Decorators' Pure 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL)

Pure, in 25-lb. irons 0 08½
No. 1, " 0 07
No. 2, " 0 05½

WHITING.

Plain, in bbls 0 70
Gilders bolted in barrels..... 1 00

HARDWARE

ADZES.

Carpenters', per doz. 12 50 14 00
Plainship, " 18 00 22 00

AXES AND HATCHETS

Single bit, per doz..... 6 00 9 00
Double bit 10 00 12 00
Bench Axes..... 6 75 10 00
Broad Axes..... 22 75 25 00
Hunters' Axes..... 5 00 6 00
"Boys' Axes..... 5 75 6 50
Lathing hatchets 4 70 10 00
Shingle 1 45 6 75
Claw 1 70 5 00
Barrell 5 50 6 85

ANVILS

Taylor-Forbes, prospectors 0 05½
Buckworth, per lb..... 0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c. Primers, 10 and 2½ p.c. Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1.20, per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits..... 30 and 10
Irwin's auger..... 47½
Gilmour's auger..... 60
Rockford auger..... 50 and 10
Gilmour's auger..... 47½
Clark's expansive..... 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

stearns wood track doz. pairs.
Zenith..... 4 50 6 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milk, flexible 6 50
Double strap hangers, doz. sets..... 6 40
Standard jointed hangers, " 6 40
Steel King hangers " 6 25
Storm King and safety hangers 6 50
" rail..... 4 25
Crown..... 4 85
Orescent..... 6 50
Sotereign..... 7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen..... 2 25
Defiance, dozen..... 2 75
Gem dozen..... 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10 agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

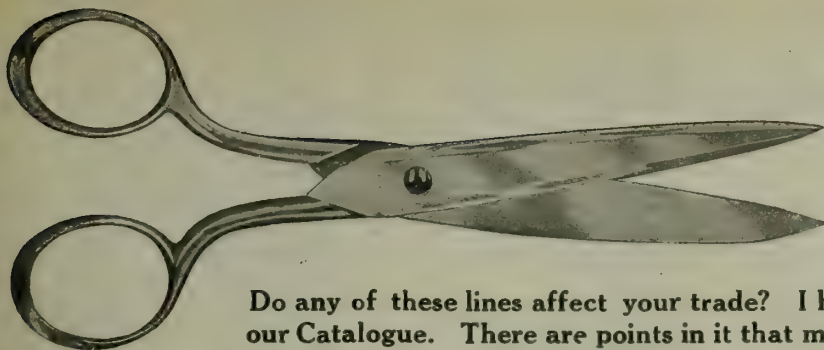
Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent
" " 1 and smaller..... 70
" " 7-16 and up.....
" " Norway Iron (\$3 list) 60
Machine Bolts, ½ and less 60, 10 and 10
Machine Bolts, 7-16 and up..... 60
Plough Bolts 55, 5 and 10
Blank Bolts..... 60
Bolt Ends..... 60
Sleigh Shoe Bolts, ½ and less 60 and 10
" " 7-16 and larger 55 and 5
Coach Screws, new list..... 75
Nuts, square, all sizes, 40c. per lb. off.
Nuts, hexagon, all sizes, 40c. per lb. off.
Stove Rods per lb., ¼ to 6c.
Stove Bolts, 80

Vancouver
Columbia Ave.

flatware, 42 p. c.



Do any of these lines affect your trade? I hear you say YES! Then write to-day for our Catalogue. There are points in it that mean money for you!

Clauss Shear Co'y.

169 Spadina Avenue - - TORONTO

Always cut to the point

Here are a few kinds you can handle!

Household Shears — Stork Scissors —
Embroidery Scissors — Manicure Scis-
sors — Carving Shears — Dressmakers'
Shears — Metal Shears — Pruning Shears.

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
8, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitta, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	per doz.
Boker's	7 50	11 00
King Cutter	7 50	15 00
Henckels	7 50	20 00
Clauss automatic safety	27 00	
Clauss perfect stropper	16 00	
Gillette Safety, each	8 75	
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety	9 00	

ROPE AND TWINE.

Shal rope	0 09
Pure Manila rope	0 10½
"British" Manilla	0 04½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Shal bed cord, 48 feet, per doz.	0 65
" 60 feet	0 80
" 72 feet	0 85
Cotton clothes line, 27½ off	0 27
Bag, Russian twine, per lb.	0 26
Wrapping, cotton, 3-ply twine	0 30
" 4-ply twine	0 35
Mattress twine per lb.	0 45
Staging	0 27

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 80 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 10 per cent.
Copper Burs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages
10 per lb.; ½-lb. packages 20 lb.
Tinned Rivets, net extra, 30 per lb.
Coppered Rivets, net extra, 240 per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
very, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickle-plated,	0 30
" handles, japaned, per gross	8 40
Common, plain, 425	
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent.

SASH WEIGHTS.

al, 1 lb. each, per 100 lb.	3 20
3 to 30 lbs.	1 0

SASH CORD.

No. 8, per lb. 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Dixon's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS.

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in., style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 24 inches	1 80
Model window screens, 14x22, open 30½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Welch Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richellen, 50.
Warren new Standard, 35; Champion, 45
Welch Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS.

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00
North Bros., No. 30	per doz.	16 80	

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS.

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Baker, hockey 30c. upwards; spring, Empire hockey sticks, \$3 00, \$3.50.
Micmac and Rex sticks, \$4.00, \$6.00.
Fucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;
No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Dixon's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. \$2 85

SNAPS.

Harness, 35 per cent

MOLDING IRONS.

Base, per lb., 38 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

STAPLES.

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS.

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS.

5 and 6-inch, common, per doz.	1 22
7-inch	1 35
Polished, 150 per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 35	0 37
Hindustan	"	0 06	0 10
" alip	"	0 18	0 20
" Axe	"	0 10	0 10
Deer Creek	"	0 10	0 10
Deerlick	"	0 25	0 25
" Axe	"	0 15	0 15
Lily white	"	0 42	0 42
Arkansas	"	1 50	1 50
Water-of-Ave	"	0 10	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb. per ton		20 00	22 00
" under 40 lb.		24 00	
200 lb. and over		28 00	

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 2 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 6; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch poi shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 15
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 20

TROWELS.

Dixon's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SWIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE).

	Doz
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VICES.

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs.		3 55
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	77 75
Square	77 50
Dowsell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Strophon	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50
20 per cent.	

WHEELBARRS.

Royal Canadian, 11 in., doz.	42 25
Improved Royal Canadian, 11 in.	44 75
Eze, 10 in., per doz	43 25
Bicycle, 11 inch	54 25
Trojan, 12 inch	97 50
Challenge, 3 year, 11 in.	45 75
Ottawa, 3 year, 11 in.	62 00
Favorite, 5 year, 11 in.	53 00
20 per cent.	

WHEELBARROWS.

Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neekyokes, 36 in.	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neekyokes, All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

WRENCHES.

WROUGHT IRON WASHERS.

Canadian, 50 per cent.

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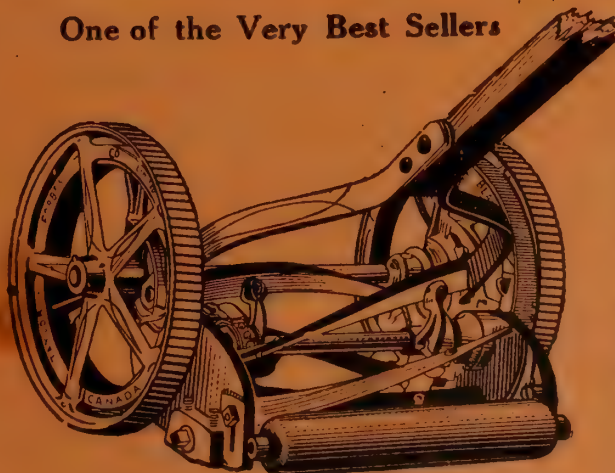
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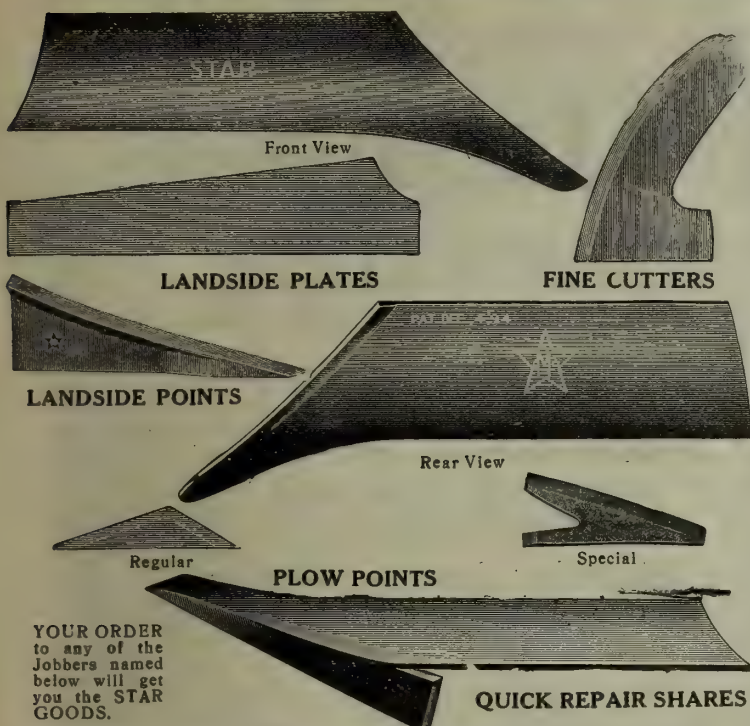
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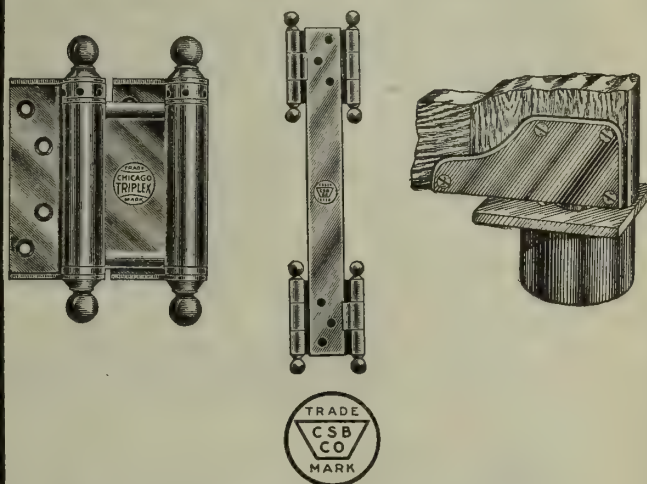
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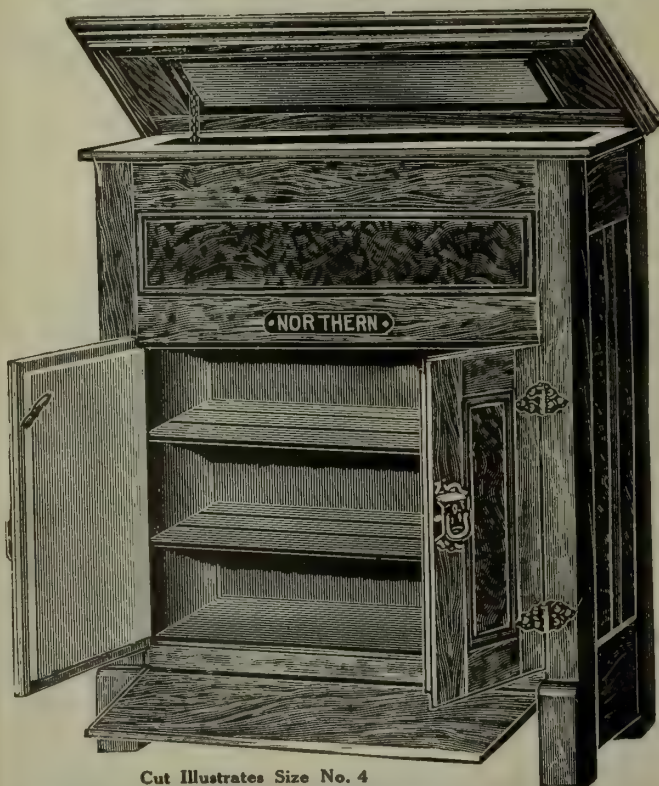
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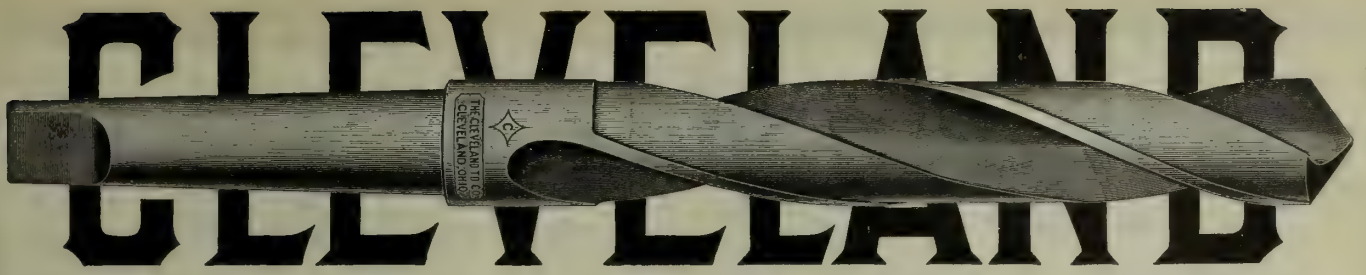
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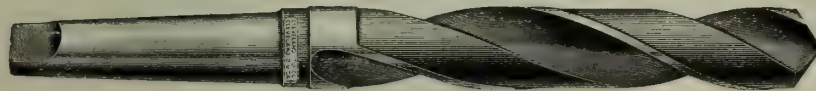
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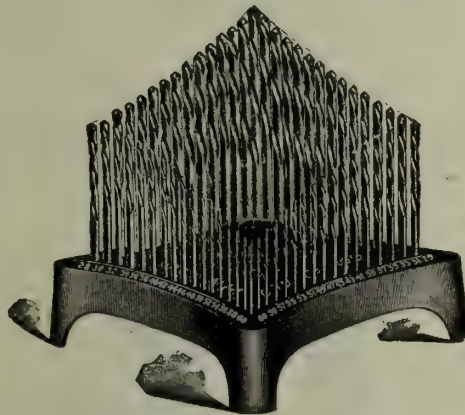
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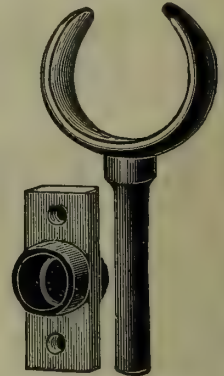
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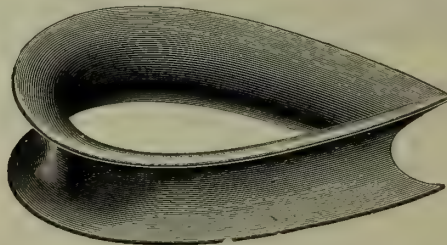
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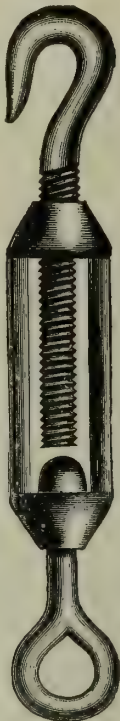
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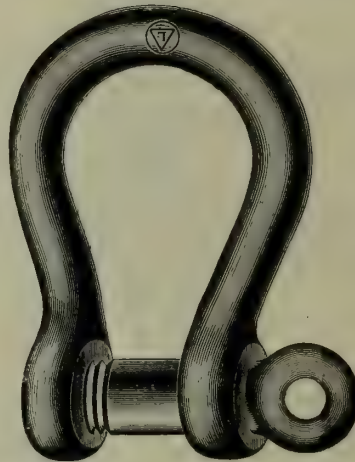
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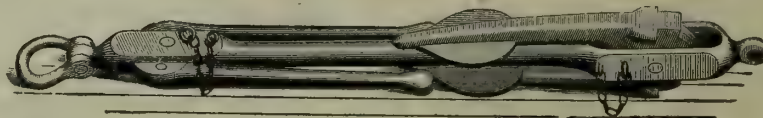
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Canada



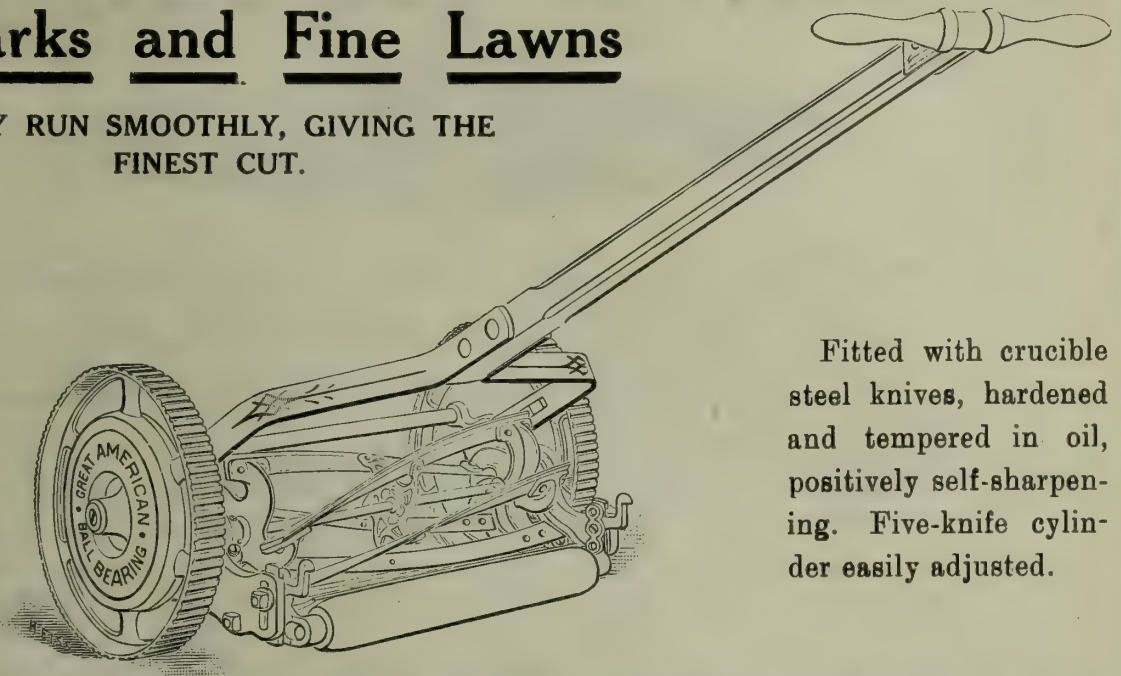
Great American Ball-Bearing Lawn Mowers For Parks and Fine Lawns

THEY RUN SMOOTHLY, GIVING THE
FINEST CUT.

Fully
Guaranteed
To Give
Every
Satisfaction.

SIZES
15, 17, 19 and
21 inch cut.

Quality con-
sidered, we sell
these mowers
at a reason-
able price.

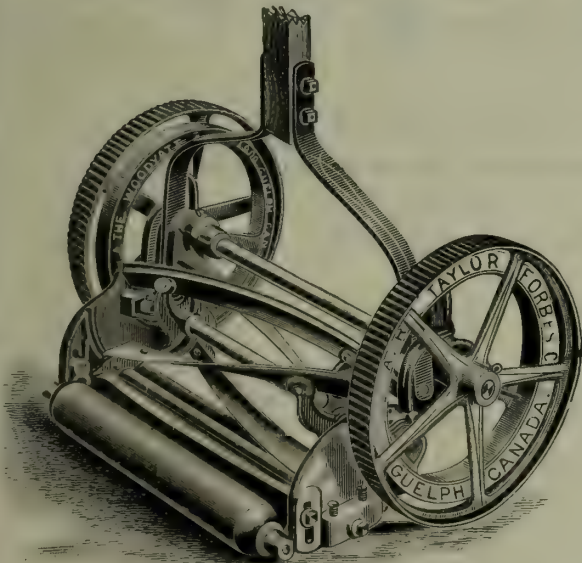


Fitted with crucible
steel knives, hardened
and tempered in oil,
positively self-sharpen-
ing. Five-knife cylin-
der easily adjusted.

We Have Other Good Lines At Lower Prices, All Well Worth The Figure We Ask For Them.

The Woodyatt

Fitted with oil tempered tool steel knives, 10 $\frac{1}{8}$ inch drive wheels, steel axle, a high-grade mower in every respect, can be adjusted to cut high or low grass, sizes 12, 14, 16 inch.



The Star

Fitted with cast steel knives, steel axle, 9 inch drive wheels, sizes 12, 14, 16 inch.

The Daisy

Our cheapest. Sizes 12, 14, 16 inch.

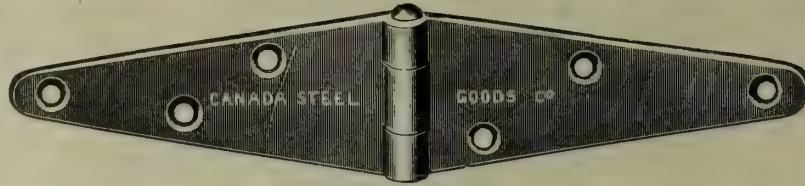
Headquarters for Horse and Pony
Mowers as used on Golf Courses
and other large lawns.

Caverhill Searmont & Co

MONTREAL & WINNIPEG



Butts and Hinges



Are You Getting Your Full Share of
LOCAL BUILDING TRADE—
OR IS IT GETTING AWAY FROM YOU?—

Sell CRESCENT BRAND Butts and Hinges

THE QUALITY AND PRICE SUIT THE MOST EXACTING BUILDER OR CONTRACTOR

SOLD BY ALL LEADING WHOLESALE HARDWARE HOUSES

CANADA STEEL GOODS COMPANY, Ltd.
MANUFACTURERS, - HAMILTON, CANADA

Made-Up Factory Milk Cans

NO LABOR

NO TROUBLE

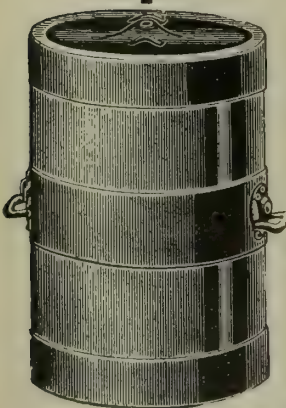
When you handle the made-up milk can you have no trouble whatever.

The thing is done in a big, thorough way in a big, thorough factory and satisfaction is the result.

They are made with the famous "Samson" bottoms,—22 or 24 gauge bodies, with or without centre bands.

Order Now!

Sizes :	10	15	20	25	30	40
Each :	\$5.50	\$5.90	\$6.40	\$7.00	\$7.80	\$9.90



McCLARY'S

London

Toronto
St. John, N.B.

Montreal
Hamilton

Winnipeg
Calgary

Vancouver

Building Tools



THIS Spring will mean renewed prosperity to thousands of carpenters and builders all over Canada, based on the growing demand for houses in the smaller towns as well as the larger cities. Every indication points to unusual activity in the building line, and dealers have everything to gain by keeping well supplied with the necessary tools. We can make immediate shipments of—

Hammers
Squares
Hand and Rip Saws
Chisels
Mallets

Rules
Turnscrews
Braces
Bits
Planes

Trowels
Plumbs and Levels
Hand and Breast
Drills, etc., etc.

together with **Samson Ready Roofing**, which should be included with every building contract. The quality is there to recommend it, and you need have no hesitancy in pushing this line for all it's worth. We guarantee satisfaction with every roll.

H. S. HOWLAND, SONS & COMPANY, LIMITED

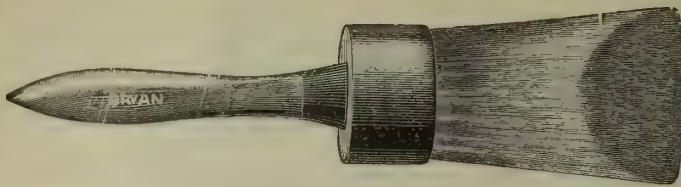
Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

GRAHAM NAILS ARE THE BEST

OUR PRICES ARE RIGHT



Spring Trade, 1910

How about your stocks of

Brushes, Brooms and Woodenware?

You'll have no fear on the score of quality if you are handling Brvan's. Send for prices.

Illustrated catalogue sent upon request from responsible dealers.

Thomas Bryan, Limited, London, Canada

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton

Simonds 'Crescent Ground' Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

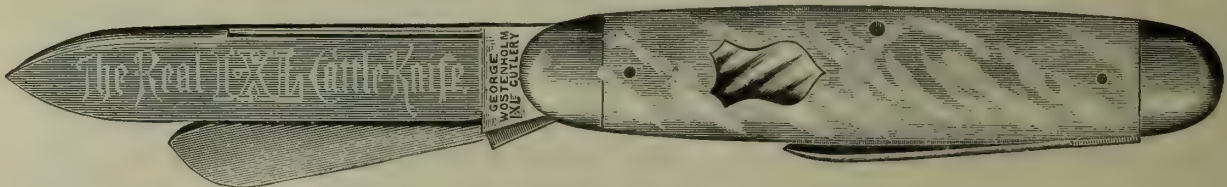
SIMONDS CANADA SAW CO., Ltd.

Montreal, P.Q., Vancouver, B.C., St. John, N.B.

Wostenholm's Fine Sheffield Cutlery

Trade Mark I-XL

CATTLE KNIVES—No. 1760—Pearl, also in Stag and Black Handles



Cost no more than inferior brands. Insist on I-XL. For sale by all leading jobbers.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives.

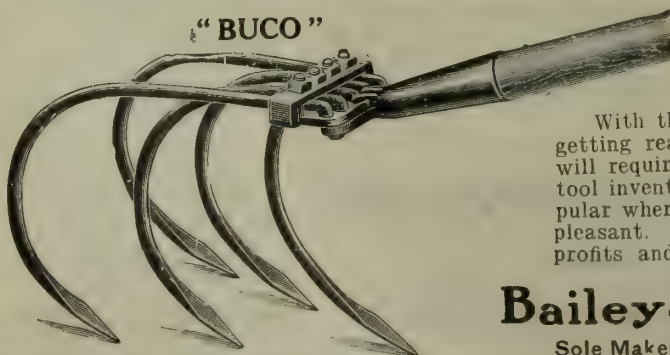
THE SCIENTIFIC GARDEN CULTIVATOR

"BUCO"

Patented

Handle 4½ feet long

A MONEY PROPOSITION



With the snow off the ground gardeners and farmers are getting ready for the planting season. This is the time they will require the "BUCO,"—the Scientific Cultivator. Greatest tool invented for weeding and cultivation work. Immensely popular wherever used. A quick seller, and the after-claps always pleasant. It's a money maker for you because it bears big profits and sells. Stock up now.

Bailey-Underwood Co., Ltd.

Sole Makers

NEW GLASGOW, N. S.

NO COMPROMISE

There is no such thing as a "good enough" standard in the great Disston establishment—a thing is right or it is wrong. There can be no compromise.

Followed for seventy years, this principle has built the Disston Enterprise from a one-man-shop to the greatest saw, file and tool industry in the world. Even if we could not save you money in many ways, it would be to your best interests to associate yourself in a business way with such an organization.

But Disston saws do work marked economies for every user.

The Disston Saws will do more work with less exertion and hold their cutting edge longer than any other brand.

More work goes into a Disston—more comes out of it.

If you are unable to obtain the Disston Brand, write us and we will see that you are properly supplied.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel & File Works,

PHILADELPHIA, :: :: U.S.A.



Sure as the Sun rises tomorrow there will be a heavy demand for all goods this coming season. To many dealers McDougall Pumps in the past have been conceded their most satisfactory line and our constant aim is to improve. We therefore anticipate a largely increased business this year and will always maintain the Standard quality "Aremacdee."

Increased facilities will enable us to take care of your wants, but early specifications will be much appreciated.

*Catalogue certainly
for the asking*

The R. McDOUGALL CO.

LIMITED

Galt, Canada

"SAFE-LOCK" Fence

Every farmer in your vicinity is interested in, and a buyer of more or less Woven Wire Fencing. No doubt you want his trade, and to secure and hold it you must be prepared to supply his needs. Your competitor is or soon will be.

Our "SAFE-LOCK" Fence is without exception the strongest fence made. We manufacture it in both heavy and medium weights, and if you want an agency, write us for particulars. Will be glad to mail you wholesale list and discounts on request.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.

BRANDON

MAN.



You Are Doing Good Business

When You Sell The "GILLETTE" Safety Razor

- ¶ Even if there were not a cent of profit in it, it would still pay you to sell the "GILLETTE"—for the sake of the effect on the man who buys it.
- ¶ He is more than satisfied with his bargain. The contrast between the easy, comfortable, 5-minute morning shave with the GILLETTE, and his former waste of time and money on the barber, or of time and patience on his old razor, is far greater than he expected.
- ¶ By recommending the GILLETTE you have made of him a pleased and friendly customer, and that alone would be a big profit on the sale.
- ¶ But the GILLETTE carries a good and guaranteed cash profit, too—a profit that competition cannot cut, for the selling price is fixed.
- ¶ More than that, every GILLETTE sold provides a sure and steady income from the sale of new blades, making the ultimate cash profit on a GILLETTE greater than on other razors.
- ¶ While it carries these exceptional profits, in money and good-will, the GILLETTE is also the easiest razor in the world to sell to the man who knows a good thing, and wants it. Partly because it is the best razor in the world, and partly because it is the best advertised.
- ¶ Everybody knows the GILLETTE, and thousands daily are looking for the stores with the GILLETTE signs. A share of their business is yours—if you go after it.
- ¶ Display the GILLETTE—suggest it—point out its many advantages—get your signs out and up.

If you are short of signs, write.

The Gillette Safety Razor Company

OF CANADA, LIMITED

Office and Factory: 63 St. Alexander Street,

MONTREAL

GO JUST STRAIGHT AS A DART

FOR THESE GOODS!
SELLING THEM MEANS
HEAPING UP MORE
DOLLARS ON YOUR
PROFITS!!

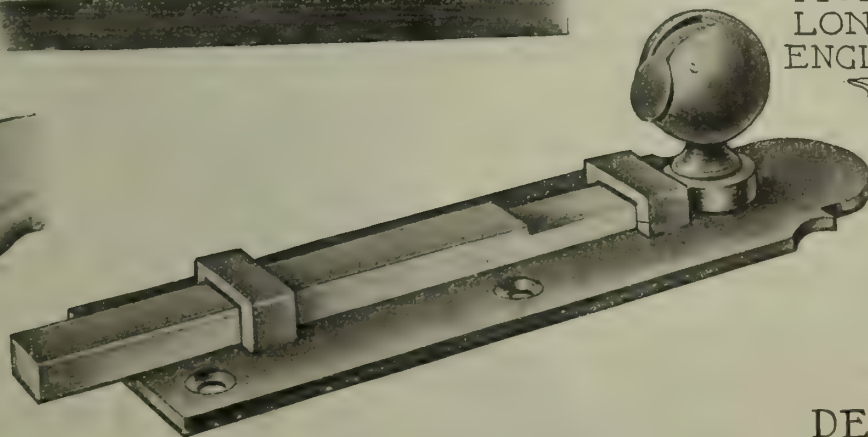
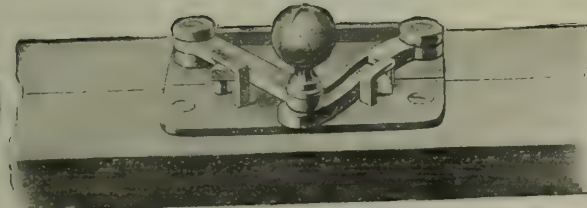
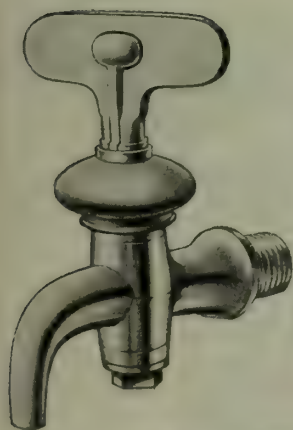
THE
PATENT
VISOR
SAFETY·COCKS
DOOR·BOLTS·&
SASH·FASTENERS

AUTOMATICALLY LOCK
THEMSELVES IN THE
DESIRED POSITIONS,
ABSOLUTE SECURITY,
MAXIMUM STRENGTH,
NEATNESS IN APPEARANCE,
MANIPULATED BY THE
NATURAL ACTION,
HIGHEST QUALITY,
LOWEST PRICE. ~
THE AUTOLOCK SAFETY
COCK AND BOLT © L.F.

317 HIGH
HOLBORN
LONDON
ENGLAND



FOR
GAS
WATER
STEAM
PETROL
OIL ~
SPIRITS
BEER
WINE
ETC.



WRITE FOR
DESCRIPTIVE
CATALOGUE.

~ CABLES ~
AUTOLOCOCO LONDON.

Bell Brand

TRADE



Horseshoes

MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited
 Toronto Bolt and Forging Company, Limited
 Gananoque Bolt Company, Limited
 Brantford Screw Company, Limited

BELLEVILLE
 SWANSEA, SUNNYSIDE
 GANANOQUE
 BRANTFORD

Head Office

TORONTO, ONTARIO

Here you are, Gentlemen

ATKINS Sterling SAWS

The Finest Manufacturers' Brand

Made for the best mechanics who are willing to pay a fair price for the best tools.



***We Help You
to Sell***

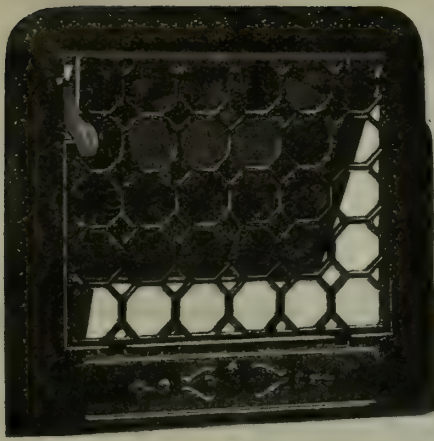
Send your order to your jobber. If he won't supply you, then write to us.

E. C. Atkins & Co., Inc.

Makers of Sterling Saws

Hamilton

Ontario



The Empire Special Convex Reversible Wafer

This is something entirely new that has made a great hit with the building trades. It is convenient, handsome, well-finished and a seller from the word "go."

Now is the time, push this line—and it will certainly pay you to do so. Write us for full particulars and prices.

Canadian Heating and Ventilating Co., Limited Owen Sound - Ontario

Distributing Agencies { Canada Stove and Furniture Co., Montreal
Christie Bros. Co., Ltd., cor. Henry and Park Sts., Winnipeg
M. C. Drew & Son, Vancouver, B.C.



ARE YOU AFTER The Oil-Stove Business?

Now is the season—a little later and it will be gone.

The "Florence - Automatic" will more than satisfy you and your customers.

Hadn't you better sit down right now and order two or three?

Just place them in your window. Watch them go!

No. 2 high – Two powerful burners. And remember NOW is the season.

Oil reservoir holds one gallon.

Height, 30 in.; top, 16 x 25½ in.; weight, crated, 66 lbs.

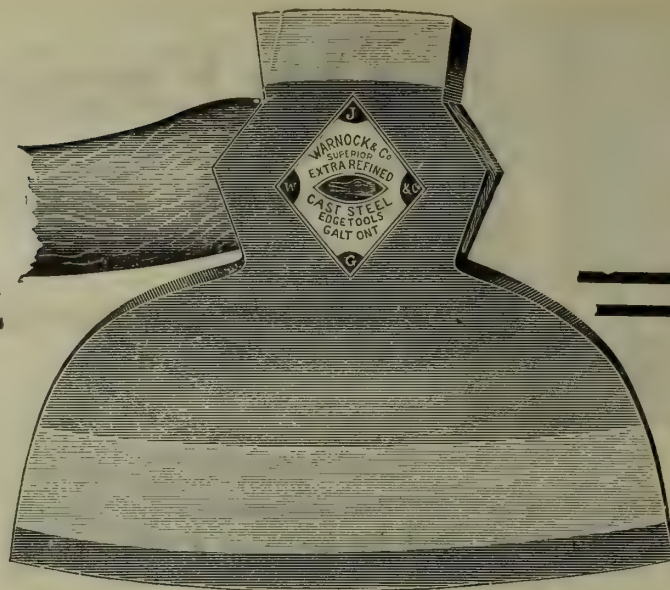
McCLARY'S

London
Montreal

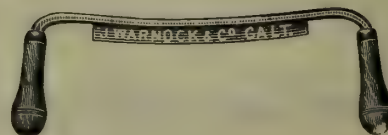
Toronto
Winnipeg

Vancouver
Hamilton

St. John, N.B.
Calgary



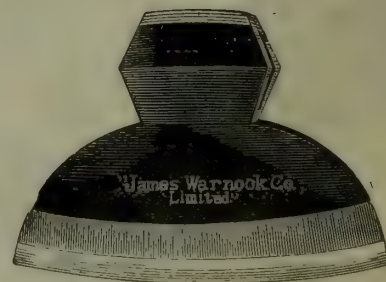
High Grade Carpenters' Tools of Genuine Sheffield Steel



We are making the only line of Genuine Sheffield Steel Edge and Lumbering Tools produced in Canada. Our line of

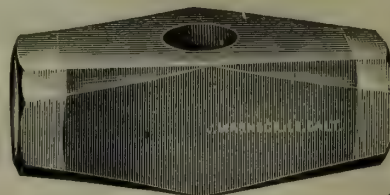
Bench Axes, Chisels, Draw Knives Striking Hammers

and other tools are perfect in quality and exceptionally well finished. They are sellers from the word "go" and give enduring satisfaction to the purchaser.



Sold By All Jobbers

**Allan Hills Edge Tool
Company, Limited**
Galt, Ontario



This Ad. is pointed at both ends

Its contents are aimed directly at you, coming and going, as a Consumer and Retailer of Metal Ceilings.

Every modern Hardware Store has an ornamental and fireproof metal ceiling.

Also, this ad. is a sample of the stuff we are drilling into the other retailers in your town.

We are the only manufacturers advertising and going after this business energetically.

Our efforts to help our agents are not limited to our talks in Hardware and Metal.



INVITE trade by making your store attractive. Well

dressed windows and cases and carefully arranged goods lose half their effect under a cracked, discolored, unsanitary wood or plaster ceiling.

"Classik" embossed steel ceilings and walls are not only fire-proof and hygienic but very artistic and will last forever. Easily kept bright and fresh by wiping with a damp cloth. Machine-cut beads (patented) make seams invisible and erecting easy.

Quickly and easily installed without interruption to business. Get catalog 'A' showing hundreds of designs suitable for stores, schools and residences. It gives full information.

The Galt Art Metal Co., Limited
GALT, ONTARIO
WINNIPEG-DUNN BROS.

Galt "Classik" Ceilings

The Galt Art Metal Co., Limited

Galt, Ont.

Winnipeg
Dunn Bros.

Fredericton
R. Chestnut & Sons

Quebec, Que.
J. L. Lachance

Traveling Salesmen ! Ever hear of Hugh Chalmers?

He is the man who, at the age of 30, was so good a salesman that his firm paid him \$75,000 a year.

Anything such a man has to say about salesmanship certainly can be read with entertainment and profit by every salesman in Canada.

Not long ago, Mr. Chalmers gave two public addresses concerning salesmanship. We are printing these two addresses in a neat pocket-size pamphlet and want to send a copy of it free to every salesman in Canada.

No strings on this.

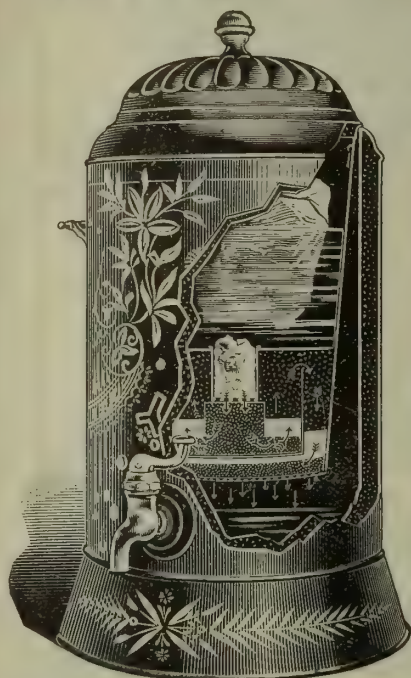
The pamphlet is free to every salesman—all you need do is to write us stating your name, your private address and the name of the house you represent.

We want these particulars simply by way of proof that you are a traveling salesman because we charge non-salesmen 50c a copy for the pamphlet—and it's well worth it, too! But, remember, it is perfectly free to traveling salesmen.

Better write for your copy now.

The MacLean Publishing Co., Limited
10 Front Street East, - TORONTO

UP-TO-DATE WATER FILTERS



These come in a variety of pleasing styles and are just what you should carry at this time of year.

The taps are nickel-plated and of durable make, and the efficiency of the filter in ridding all kinds of water from impurity is unchallenged.

Get Our Prices

THE BUFFALO MFG. CO., Buffalo, N. Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto

CORBIN'S

No. 400

Padlock
Display
and
Stock
Cabinet



Cabinet, Trunk,
Suit-Case Locks
and Trimmings,
Miscellaneous
Hardware, Keys
and Key Blanks.

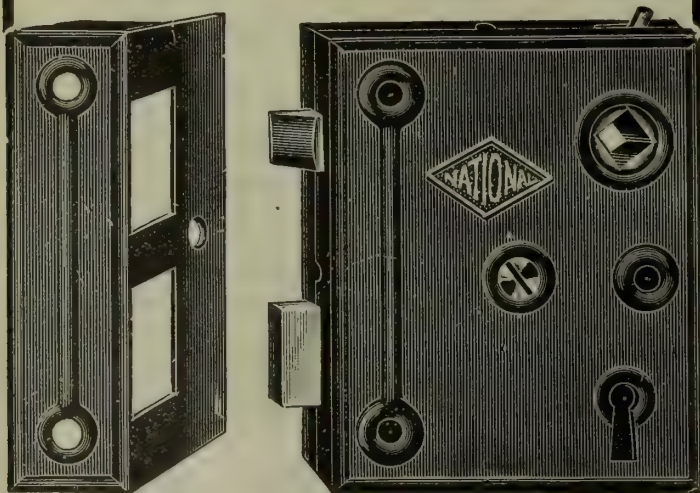


CORBIN CABINET LOCK COMPANY
NEW BRITAIN, CONN., U.S.A.

NEW YORK CHICAGO PHILADELPHIA

YOU CAN HANDLE NO ARTICLE
which will no more to strengthen your hold
upon the Builders' Hardware Trade than the

National Steel Rim Lock



Ask Your Jobber for this Brand.

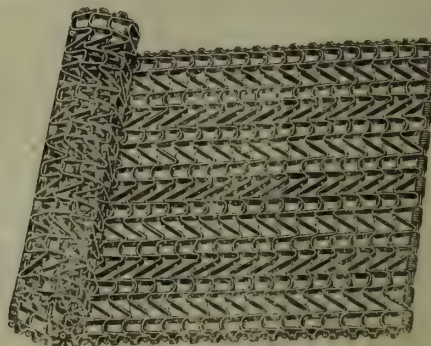
NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

Acme Flexible Door Mat

Galvanized Steel—Indestructible.

Special inducements to Jobbers and Dealers now.

There is a constant demand in Residences, Schools, Stores and Public Buildings for the Acme Mat, especially during the autumn and winter.



Notice the Special Edge.

Durable—Sanitary—Non-Rustible—Self-Cleaning

Acme Steel Goods Co.

MANUFACTURERS
2834-40 Archer Avenue CHICAGO, ILL.

GREENING

Absolute Safety

is what your customers are obtaining when they purchase

GREENING'S WIRE ROPE

for elevator haulage or other strenuous use. All wire used in GREENING'S ROPES is subjected to a complete set of the severest tests before being made into rope, and may be relied on absolutely.

Consult your Greening Catalogue. You'll find many lines you can handle with profit.

The B. Greening Wire Company, Limited

HAMILTON, ONT.

MONTREAL, QUE.

GREENING

Have you seen the New Silent Safety?

NOISELESS

A BRAND NEW WASHER on a
BRAND NEW PRINCIPLE

A machine without

FLY WHEELS GEARS COGS SPRINGS
RACKS or PITMANS.

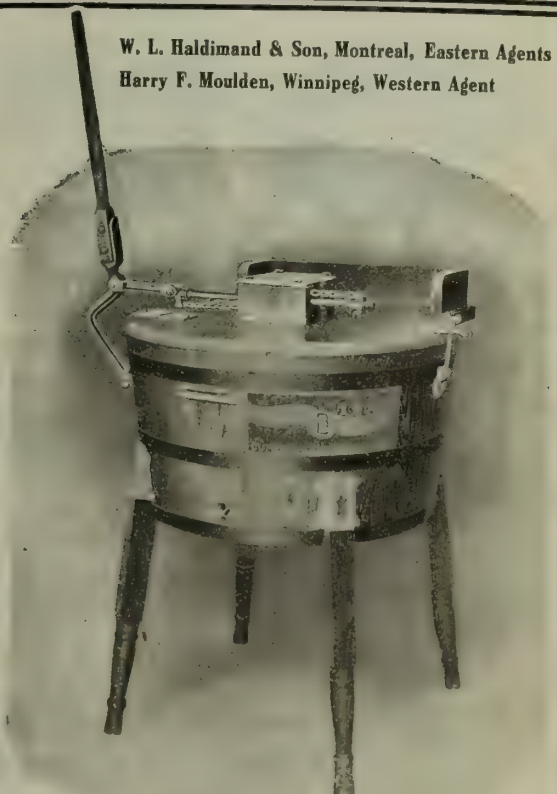
Patented Driving Mechanism on the Simple Principle of
Leverage, which
excels any Dolly
Type Machine.



High Speed,
Heavy Fly Wheel
or Rotary for
SILENT, EASY
RUNNING, and it
needs no Flying
Start.

TRY IT OUT.

W. L. Haldimand & Son, Montreal, Eastern Agents
Harry F. Moulden, Winnipeg, Western Agent



CUMMER-DOWSWELL, Limited, Makers, HAMILTON, ONT.

PRESTON SAFE-LOCK SHINGLES

PASS BRITISH GOVERNMENT'S ACID TEST

PRESTON Safe-Lock Shingles are made and galvanized so as to pass the British Government's Acid Test.

This Acid Test is more severe on the galvanizing than twenty years of Canadian weather. Yet PRESTON Safe-Lock Shingles easily pass this test.

PRESTON Safe-Lock Shingles are by far the best roofing investment on the market. You will find it will pay you well to concentrate your selling efforts on them.



Certainly, prepared roofing is a mighty poor roofing material in comparison with PRESTON Safe-Lock Shingles. The more you compare PRESTON Safe-Lock Shingles with other roofing materials the better you'll like PRESTON Shingles.

There is a good profit for you in selling PRESTON Safe-Lock Shingles. It is a paying line to push.

Just Write Us for Prices, Terms, etc.

METAL SHINGLE AND SIDING CO., Limited

Branch Office and Factory, Montreal, P.Q.

PRESTON, ONTARIO



Dominion Wire Manufacturing Co., Ltd.

Head Office
MONTREAL

Works
LACHINE

Branch
TORONTO

Everything in the Wire Fence Line

If you want—	Barbed Wire	—We have it
If you want—	Plain Galvanized Wire	—We have it
If you want—	Coiled Spring Wire	—We have it
If you want—	Oiled and Annealed Wire	—We have it

If you want a made up fence we have the celebrated

Dominion Special Field Fence

We also manufacture

Wire Nails, Fence Staples Wood Screws
Bright Wire Goods, Clothes Line Wire, etc.

It should be be easy at this season of the year to sort up a car of above commodities and thereby get benefit of car load freight.

Stewart Clipping Machines

— **SELL FAST DURING** —

February, March and April

THEY YIELD A GOOD, QUICK PROFIT

No horse clipping machine ever made sells so fast or gives such good satisfaction as this

Stewart No. 1 Ball Bearing Machine

List for Canada, \$9.⁷⁵

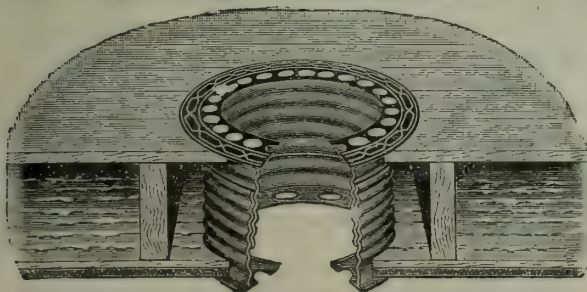
Every machine sold under a positive guarantee that it must please your customer or money refunded, including transportation.

Your jobber has them. Write for free advertising matter.

Chicago Flexible Shaft Co., 250 Ontario St., Chicago



O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

LET US COLLECT YOUR OVERDUE ACCOUNTS

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections, and we'll make your slow-paying customers hustle to pay up.

Send Them in To-day

The Beardwood Agency

313 New York Life Building - MONTREAL

MORRILL'S NO. 3 & 4 SAWSETS



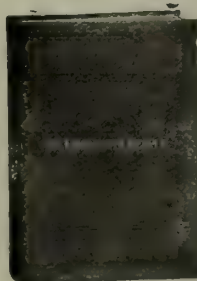
Fully Warranted

- No. 3—for Cross Cut Saws, single tooth
- No. 4— " " " Double "
- No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

TINSMITH'S HELPER AND PATTERN BOOK



A useful handbook for Tanners and Sheet Metal Workers. It treats the simpler problems in pattern cutting occurring daily in the shop besides giving tables and information constantly needed by the mechanic.
Section 1—DIAGRAMS and PATTERNS. Demonstrates 50 examples of pattern work, such as cutting flared tinware, elbow patterns, etc.
Section 2—EPITOME OF MENSURATION. Describes how to find the area and circumference of a circle, contents of a sphere, etc.
Section 3—TABLES, RULES and RECIPES. Gives the weights of sheet metals, capacity of cans, recipes for mixing solders, cements, etc.

120 Pages

Price \$1.00

53 Figures

MacLean Publishing Company

Technical Book Dept.

10 Front St., East., Toronto, Can.

TIN

Straits

Lamb and Flag

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.

ST. JOSEPH COLLEGE

MONTREAL, April 25th, 1901

J. W. HARRIS Mfg. Co., Ltd.,
Montreal.

GENTLEMEN:-

The undersigned certify that the "J. W. Harris Rotary Ventilators" put on their St. Joseph College do all they claim for them in every respect.

A. MAURELIUS,
Director.

Made by
The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal



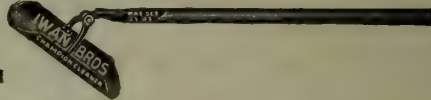
IWAN'S WIRE CONDUCTOR PIPE HANGERS will make a neater and quicker job of your spout hanging than tin strips.



Holds the pipe firmly on all sides, 2 to 6 inches in diameter, and made of galvanized wire. Sample by mail.

For Tile Drain work Iwan's Adjustable and Stationary Drain Cleaners are the most practical and labor saving on the market.

ASK YOUR
JOBBER
FOR THEM



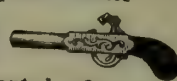
IWAN BROS., Mfrs.

South Bend, Ind.

Jonathan Crookes & Son

Corporate Mark

Sheffield,



England

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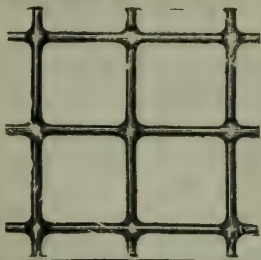
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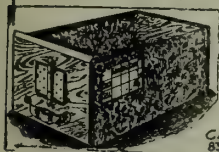
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates

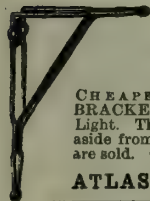
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Saves 20% Shelf Room over wooden boxes
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The Steel Spring Snap that has a "snap."



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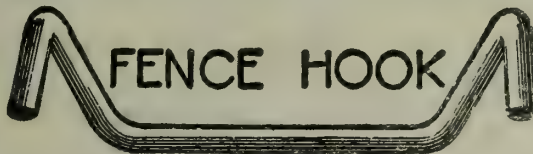
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Winnipeg Agents: General Supply Co. of Canada, Limited, Market and Louise Sts.

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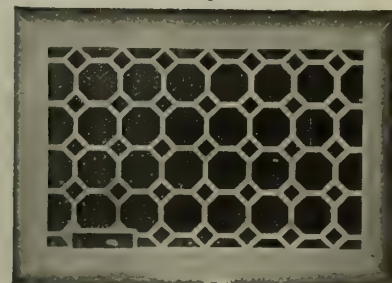
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Check the Blaze Before it Gains Headway

Wright's Fire Bucket Tank is designed for use at any minute—any hour—any day, week or month of the year. We quote from a letter received from a prominent manufacturer—a voluntary testimonial to the merits of our tank:—

"They look like a good thing, and calculated to supply a well recognized want. Pails about a works are well enough in way, but a special watchman is almost required to keep them filled."

Each Tank holds thirty gallons, and contains **Six Fire Buckets**, with **Automatic Self-raising Handles**. Fitted with **Airtight Cover**, so that the **water cannot evaporate**. When the six buckets are emptied there is still sufficient water remaining to fill **four** more buckets. Nicely japanned, and stencilled in large letters.

Dimensions, 32 in. high, 18 in. diameter.

Wright's Fire Bucket Tank is approved by the fire insurance underwriters.

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The authors of the articles in this book are for the most part practical and progressive Hardware merchants. The embodiment in these articles of the experience of such able and enterprising men and the suggestiveness of the principles and maxims presented make this volume of infinite value to that trade. NINE of the FORTY subjects discussed are:

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 - Good Methods in Stock Taking.
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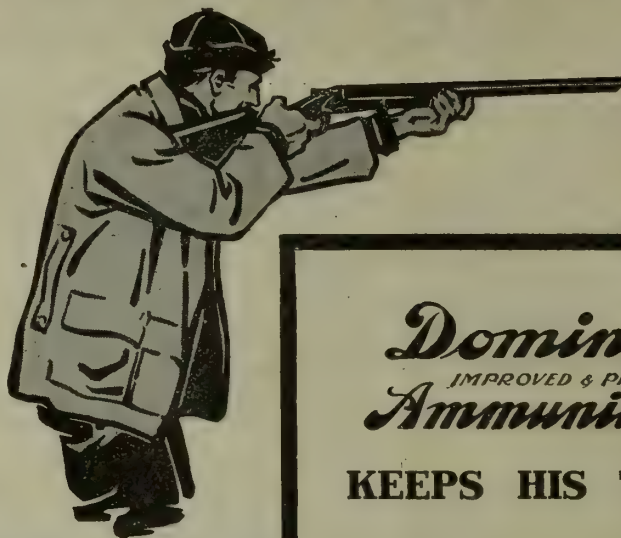
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Ammunition

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Manitoba Hardwaremen May Conduct an Excursion

Proposal Made That a Party From Manitoba Visit Eastern Canada or Pacific Coast—A District Association Organized—Toronto Hardwaremen Discuss Price-Cutting—Practical Illustrations of the Advantages of Membership in Associations.

MANITOBA MEN PLAN EXCURSION

A number of retail hardware dealers on M. & N.W. line of the C.P.R. in Manitoba held a meeting in Neepawa, Man., last week. Arnold Williams, of Gladstone, Man., was appointed chairman, and Geo. L. Foerster, Neepawa, Man., was appointed secretary. It was arranged that another meeting shall be held shortly at Minnedosa.

Among other matters discussed was a project for an excursion during the summer, either west to the Pacific coast, or to eastern Canada. Membership in the party would be confined strictly to hardwaremen and their wives. It was felt that on an excursion of this kind retailers would get together in a friendly way and much good to the organization would result.

Secretary Geo. L. Foerster, Neepawa, Man., would like to hear from western hardware dealers interested in the plan. Hardwaremen from any part of the west are invited to write to him.

TORONTO RETAILERS HOLD MEETING.

A meeting of the Toronto branch of the Ontario Retail Hardware Association was held on Wednesday, April 6, in the Temperance Hall, Bathurst Street, President Pearsall presiding. In opening the president gave several illustrations of the advantages of getting together, and said that if the association did nothing more than bring the various hardwaremen together and create a more friendly feeling it was worthy of support.

A discussion followed on the selling prices of various lines of goods, it being shown that there was no unanimity amongst the members as to the prices asked for the same goods. One line of shovels selling regularly for 75 cents had been brought down to 60 and 65 cents as a result of price-cutting. Garden rakes were also instanced as a line on which the margin of profit is being lost. Many other articles were cited on which low quotations are being made, the greatest objection being made regarding a saw produced by one of the leading manufacturers and which a Toronto departmental store and catalogue house was advertising and selling at cut prices. It was pointed out that both city and country hardwaremen were being injured by this price cutting and it was decided that the matter be brought to the attention of the manufacturers whose goods are being slashed, and that they be asked to follow the example of another saw manufacturer and stipulate the retail prices at which their saws should be sold. Secretary Harding was instructed to also bring the matter to the attention of the Provincial Association.

Another matter discussed was the action of the Consumers' Gas Co., Toronto,

going into the gas range business in competition with the retail dealers. As the Gas Co. are maintaining prices and their competition is forcing retailers to adopt more progressive methods of selling it was felt that nothing could be done other than to urge upon the manufacturer whose goods are being sold by the Gas Co. to see that the trade is protected by having his agents sell at prices which allow a reasonable margin of profit. The Gas Co. have the inside track of all gas consumers and if they adopt price cutting methods the result would be injurious to both manufacturers and retailers. Several retailers stated that the gas mantle and fixture trade had had been injured by the Gas Co. taking up the sale of gas appliances and they were making more profit by pushing electrical fixtures and supplies.

It was decided that another meeting be held early in May to give further consideration to the subjects discussed, each member in the meantime to endeavor to interest additional retailers in the work of the association. One hardwareman said he had been given a suggestion by another member at a previous meeting which had been worth at least \$50 to his store and others could get similar advantages by making the acquaintance and cultivating the friendship of their fellow hardware and stove merchants.

GET THEIR MONEY'S WORTH.

Writing regarding the recent London convention of the Ontario association, Thomas Lawrence, Lucknow, says: "This was the first meeting of the association which I have had the pleasure of attending but it will not be the last, D.V."

Only those who attend the conventions and get acquainted with hardwaremen from other parts of the province know the real benefits of organization.

A good illustration of this was given in a recent conversation with Fred Adams, Fordwich, who says that while at the London convention he met a member from Stratford and on his way home paid a visit to the Stratford store and secured some valuable pointers which he could use in his store and tinshop. Then his acquaintance with ex-President Broeklebank resulted in his securing an order for making several dozen dog muzzles during the recent "rabies" scare.

Another advantage of association friendship was also mentioned by Mr. Adams, he stating that a certain man commenced making dog muzzles and secured a lot of orders. It was found, however, that the muzzle was worthless and a warning was passed around among several association members not to stock the line.

Still another instance of the money-making advantages of association friend-

ship: Mr. Peart, of St. Mary's, was asked about an advertisement of his firm offering to rent out vacuum cleaners. As a result John Caslor, Toronto, invested in one hand cleaner and began renting it out to customers about four weeks ago. It cost less than \$20 and at \$1 per day has already paid for itself minus, of course, the trouble of delivering and sending for machine. In addition, Mr. Caslor has sold one electric and four hand machines—but he cannot get delivery from the manufacturers. Mr. Caslor told what he was doing to a few members at the executive meeting on Good Friday and a few pulled out their notebooks and decided to get into the game.

Yes, there are some who say that associations are "no good," but Mr. Lawrence, Mr. Adams, Mr. Caslor and scores of others say they are getting more than their money's worth.

AN EFFECTIVE COLLECTION LETTER.

R. C. Chown, Belleville, tells of an interesting experience with one of the association collection letters recently. One delinquent received Letter No. 1 billing him for \$1.25 which had been owing a year. The letter struck home, the delinquent rushing in as soon as he got the letter and insisted on not only paying the \$1.25, but also 10 cents for interest for one year and 15 cents for collection charges.

The collection letters have proven to be a valuable feature of the association work in Ontario. They are sold to members at \$1 for a set of 100 letters and envelopes, it only costing three cents, therefore, to mail an effective dunning letter to a hard shell customer whom personal appeals do not affect.

Orders are now being filled for the stove lien notes which were ordered printed at the recent convention at London. These have been padded in lots of 25 originals and 25 copies and two pads are sold for \$1. Orders should be sent to the secretary of the Ontario Retail Hardware and Stove Dealers' Association, 10 Front Street East, Toronto.

NIAGARA FALLS WANTS CONVENTION.

W. J. Seymour, city clerk, Niagara Falls, in reply to a letter advising him that Peterboro had been selected for the 1911 convention of the Ontario Retail Hardware and Stove Dealers' Association, writes as follows:

"Our council is desirous of securing you convention in 1912, and the matter has been left in the hands of the business committee to secure a suitable building for your exhibition. We shall be pleased to forward a formal invitation to your next convention."

System in the Pricing of Goods

The Importance of a Simple, Expeditious System of Making and Recording Prices—A Loose-Leaf Book Recommended—Will Mean an Important Saving of Time.

By D. F. Barker.

The proper pricing of goods is so necessary that it needs no apology or argument. It is done, however, in many instances in a slipshod manner that does not reflect credit upon merchants, and is often not as progressive as the general condition of the establishment would seem to warrant.

We have seen, in some otherwise splendid stores, clerks having to take down slovenly looking books or lists which strongly reminded one of a poorly kept scrap book or list of little value; and, furthermore, took a good deal of valuable time of customer and clerk trying to find the proper price.

I say valuable time, for while the time of any merchant or clerk is valuable, the time of the customer is valuable indeed, as you can well understand that when the customer is not looking at goods, but has to wait while you or the clerk is trying to find something apparently unfamiliar, his thoughts are probably something like this, "That man doesn't know the price, and doesn't know where to find it, and I am going to get stuck."

Anything that will lead a customer to such a conclusion is not conducive to increased business, which is the goal toward which we are all striving.

Importance of the Office Price Book.

I maintain that even if the store is so small that only one clerk is needed to attend to the business, the pricing should be done at the office—that is, the proprietor should have the new or corrected prices in his office price book, and the store price list or lists should be corrected from that. Too generally the price is made on the box, or on the article, and no attention is paid to correcting the office price book.

No one, even the storekeeper with one clerk, can afford to spend time running about the store to gather up prices scattered about on shelves or goods, as with such a hap-hazard way of doing things there can be no regularity, and customers soon find out this fact, and will prefer to do their trading where there is more system and attention paid to this important matter. Where they find there is close attention paid to this work and lists present a clean and attractive appearance it shows on its face that the matter is looked after closely, and therefore the prices must be right.

We think, therefore, first, we should aim for the best result with the least amount of work.

Second, we wish to find the most expeditious and exact way of pricing and finding the price.

Third, we wish to find some way of

duplicating these price lists with the least amount of time and energy.

Some time ago we gave this matter a good deal of attention, and with the assistance of some friends, the jobbers and others, we were able to find a loose leaf price list which seemed of suitable size, and after a rough draft of the pages had been made, these were given to the stenographer, who made duplicates. As many copies can be made as are necessary, and one page is inserted in the store list, which is hung on brackets and protected on both sides by celluloid face.

Of course, only one side of the sheet is used, but as we have a number of duplicates this is not an item to be considered. We can therefore make as many price lists for salesmen as may be needed, and we are sure that they are all alike, so that if corrections have to be made, they are made so that all the lists are exactly alike.

Even if the store is too small to have a typewriter, or the duplicating machines, this plan may be adopted by using the carbon sheet and a hard pencil or stylus; but, of course, it would be necessary to hold the sheets firmly. This is done by pins or screws inserted in the perforations wherever they occur. When we have done this we have taken two boards having a brass screw inserted from the back, and, after the sheets were in, putting on the nuts which hold them firmly in place. It is necessary to have two boards, so as to use both sides of the sheet.

THE ANNUAL INVENTORY.

A concern that makes a success of almost everything it undertakes, follows the following programme in getting information as to what it has, and in getting its stock into condition for a more effective trade.

Early in December of each year, all the men who can be spared, whenever they can be spared, are set to counting and weighing goods. Those on all the shelves are removed, the shelves are thoroughly dusted and wiped off, the goods counted, straightened, and put back in their proper places.

Paper of a particular color is used on which to mark the quantities. These slips are tacked over the shelves, or laid between the goods, the end being left out where it can be easily seen. Where goods are sold after the count, that fact is of course placed on the memorandum.

The work is commenced in real earn-

est the day after Christmas. Four gangs of men are set to work. One calls off One writes down. As many others as are necessary, or can be worked with convenience, go ahead and count the remainder of the goods.

Use is made of stiff-backed books, of about two hundred pages, some seven and a half by twelve and a half inches in size. The stocktaking is thus completed by New Year's Day. The same course is then followed in the warehouse, and the books are then turned over to an experienced and competent clerk, who inserts the prices ruling at the time of taking stock, regardless of the cost of the goods. He is aided by assistants who extend the calculations, which are afterwards examined by the man who has filled in the prices.

GOODS OUT OF STOCK.

An important thing in conducting a retail store is to meet your customers a little more than half way, and if a customer asks for a line of goods not kept in stock, it is, from every standpoint, good policy to make out an order slip for it. If the customer finds that you have not goods in stock, which are carried by your competitor the customer loses confidence in you.

To overcome this difficulty, have an "order slip" printed, and give your sales clerks strict orders to fill out the slips in the presence of the customer, and promise to enter a "special order" for the article desired. In most cases, customers will be favorably impressed with your desire to meet their needs, and willing to wait until you can get the goods for them. If they prefer to look elsewhere, you do not sacrifice their good will, nor lose their confidence, because your willingness to enter "special order" places them under a certain obligation to you.

All special orders should be entered in a book kept for that purpose, showing the customers' name and address, date of order, date when delivery was promised, value of the article or articles, price quoted, with a column showing when goods were received and delivered.

Sometimes customers say, "Oh, I can get that next door for so much," naming a lower price than you ask. In such cases clerks should be instructed to notify the department manager at once, and to find out from him if you can meet the price.

These order slips tend to make better sales clerks and make them ready and willing to satisfy all who come in to buy, you will receive a great many valuable "pointers" from these slips, and they will help to keep your stock fresh and up-to-date.

Relations Between Employers and Employees

How Each May Learn to Help the Other—The Importance of Giving Praise When it is Due—The Advantage of Encouraging Clerks to Study the Trade Papers.

By M. C. Hale.

How to get most out of the employees is the problem that confronts us. It seems to me that the employer and employees form one large family working in a common cause, the employer being the directing head. No business can succeed as it should unless the employees take an interest in the business, put their shoulder to the wheel and work together in perfect harmony for the advancement of the firm.

During the years I spent as traveling salesman I found many cases where this lack of harmony was fatal to the business. A jealousy among the clerks, a lack of respect for the employer, an indifferent interest in the business—these are all serious handicaps in any business. I believe we don't take out employees enough into our confidence; we are indifferent to their opinion; we are quick to blame them when something goes wrong, but slow to praise when praise is due them. Nothing helps a clerk so much as to receive praise when he has made a good sale or brought a new customer to the store. We are all human and appreciate worthy praise.

I talk over with my clerks the advisability of adding new goods to stock and the general policy of the business. Some dealers may think they can't learn anything from a clerk, but this is not so. I have in mind one of the largest wholesale houses of the country, one whose business system is as nearly perfect as brains can make it, and this firm places boxes throughout the house and agree to reward any employee who drops a suggestion into the box which proves of value to the firm. One suggestion from the elevator boy was put in practice and proved most valuable.

Our employees must be made to feel that they are a part of the firm and that the advancement of the firm will mean their advancement. Poor clerks are dear at any price. I claim that a clerk who can't keep busy all the time is not looking for work, and a good clerk can nearly earn his salary by selling goods the customer does not call for.

Encourage Trade Paper Reading.

I believe it a good plan to encourage clerks to read trade papers. They can be as much benefited as the dealer by this class of reading.

We should be frank with our clerks. Correct them at once if they do something wrong. Praise them promptly for the good things they do. I believe merchants make a mistake by not teaching their clerks what they see they should

know—that which they themselves know. You will often find a store where only a part of the force can sell to advantage any article in the store.

How many clerks know how to sell a stove? This was brought to my mind quite forcibly several years ago when a customer came in to buy a gas stove—a range. The clerk who waited on him knew so little about the stove he was trying to sell that the customer left in disgust. He told me afterwards that the experience probably cost me several hundred dollars' worth of his business, as he got started trading with my competitor when he had intended to give me the business. We all spend more or less money each year advertising our business, but our greatest advertisement is a complete stock of goods and a bunch of congenial clerks who are working in perfect harmony with their employer.

NAIL SALESMANSHIP.

There are two ways of selling a keg of nails, but too many clerks have never heard of one of them, says the Hardware Dealers' Magazine.

The clerk who will never be anything but a clerk; who secures a promotion, because there is no one else for the place; who has to knock his employer down and hold him there to force a raise of salary—the clerk who lives by the letter of the bond of his employment, and takes no note of its spirit, sticks ever and forever to the first one. When he meets the customer his formula is this: What kind of nail? How many? The price is so and so. Will you take then? Just a bald financial transaction, without a ray of illumination. Just as a machine would stamp out a tin cup or a basin, without any words about it.

Now and then a future owner of a store and an employer of other men, conceives the idea that he can arouse an interest and excite the curiosity of a customer, even in so prosaic a subject as a keg of nails. He has discovered that when a clerk arouses a feeling of this sort in a customer, that customer is very likely to come back to that store, because he wants to buy goods of that special clerk. And the larger number of such customers a clerk ties to himself, the easier comes the raise of salary and the promotion.

This clerk becomes a student of nails. He learns where they are made and how they are made; where the ore comes

from and where it is worked up; the cost of production; the varieties made; why one kind costs more than another; the evolution of the wire nail; the meaning of the term "tenpenny," and the like. All that can be learned of a nail from the mechanical or mercantile standpoint.

When he confronts a customer he can make a live transaction out of what might have been a dead one, because he knows so much about nails.

This theory of knowing all about one's goods, and especially knowing a great deal more than the customer does about them, can be applied to the other more intricate lines. A knowledge of the mechanism of even a grindstone, a coffee percolator or an ice-cream freezer, not only aids in the sale, but it causes the customer to have a respect for the knowledge of the clerk that may be of great help in the future sale of goods.

A NEST EGG EXPERIENCE.

Take as an illustration the experience of a retail hardware man in buying glass nest eggs. He had been buying these in moderate quantities at 25 cents a dozen. They were put up a dozen in a box. Along comes a salesman who offers him similar goods by the barrel at about half this price. Attracted by the low price he orders a barrel.

When it comes in he finds that the barrel might better be called a hogshhead. He now has enough nest eggs in stock to last him possibly ten years. They are packed loose in the barrel and the extra trouble in handling them, the dead stock on hand, the extra room required to store the goods, etc., will not repay him in the long run for the difference in price.

This merchant would have made more money, taking everything into consideration, if he had continued to buy nest eggs at a higher price but getting them in moderate quantities and packed conveniently for handling rather than to overstock because of his desire to buy at the lowest figure.

It is a serious mistake to overbuy. The amount of stock carried should bear a definite relation to your sales—say one-third to one-fourth as much as your annual business. To make money you should turn your stock three or four times a year—the oftener the better.

The other extreme is an equally serious mistake—to be so afraid of overstocking that you will not have the goods when they are called for. Buying in this way makes it impossible to build up your business. The ideal condition is to watch the stock closely and buy often and in moderate quantities so as to have the goods on hand when wanted and the shelves emptied when the demand slackens.

The Coming Sporting Goods Season

A Comprehensive Stock is Better Than a Heavy Stock in a Few Lines—Particular Attention Should be Paid to the Window Display—The Sportsman One of the Merchant's Best Customers—Sporting Outfits are Now so Moderate in Price That They are Within Reach of Everyone—The Sale of Bicycles—A New Indoor Game.

There is every reason to anticipate a fine sporting goods season. Supply houses report an excellent demand for all kinds of outfits, and merchants are not only buying in better bulk, but they are extending their lines. The great mistake with the majority of hardwaremen is that their stock of sporting goods is not comprehensive enough. They err on the side of overstocking in a few lines to the understocking of other goods which could profitably be pushed. The reputation of the store should not rest on, say, fishing tackle alone, it should rest on all the commonly used articles at any rate. Complete success can alone be secured in this way.

The idea of a sporting goods department is to make it the "house" for the sportsman generally, and not for the fisherman alone. So that a merchant would be better advised in carrying a lighter stock of fishing tackle, and put in a complete stock of other lines, rather than a heavy stock of the one and ignore the others. It may be said that to carry out this idea a heavy outlay on stock would be necessary, but this is not the case. The merchant must be careful as to what lines he does purchase in endeavoring to carry a complete and comprehensive stock. For instance, he would not invest in golf sticks if there were no golf club in the district, and no possibility of one forming, or carry lines of canoes, paddles, etc., if there were no boating within his sphere of operations. So that a careful discrimination of what is wanted makes the idea of a comprehensive stock much less expensive.

Then again in carrying baseball supplies. It is just as easy to stock a careful selection of bats, mitts, balls, masks, etc., as to stock one kind of bat, one line of mitts, one make of mask, and so on. This is so with fishing tackle. When the rods and lines are bought, it is not very expensive to stock flies, hooks, leaders, swivels, floats, minnow traps, disgorgers, and so on. Let the baseball man and the fisherman have something to look at—an array of articles which will expand the mouths of their purses, and cause them to talk outside of the good things that So-and-so is carrying.

The Window Display.

A good window of fishing tackle and baseball supplies should be displayed at the present time, and then as the month nears its end lacrosse, lawn tennis, croquet, paddles, automobile supplies can be introduced. The merchant should pay particular attention to his windows. Sporting designs are the most attractive displays that he can find in the whole

range of his business. Not only do they command the attention of the sportsmen pure and simple, but they have an attraction for every class of the community. Everyone is interested in sporting goods, so the merchant kills two birds with one stone—he draws the sportsman, and he advertises his store at the same time—It must not be forgotten that the sportsman is probably the best customer that the merchant can have. He buys freely the best lines, because he knows that the better the article the more enjoyable his sport will be. He gains nothing by being economical. Show the sportsman a rod better than the one he has at home, and the odds are that he will purchase it.

A Growing Demand.

The consumptive field widens every year. As the population grows, as the country is opened up, so the sporting demand must increase. In addition the manufacturing cost of the various sporting lines has so decreased that only a moderate outlay on the part of the sportsman will provide him with an outfit that at one time would have necessitated a heavy expenditure. The merchant now caters to a market that is ten times heavier than it was some years back, and is now growing far in excess of that proportion. Opportunities for sport, through the increase in methods of traveling—railways, electric cars and boats—exist to-day that were unthought of some years back, and very few people now are unable to indulge in some kind of recreation provided they so desire. The hardwareman who has a comprehensive sporting goods department has a great consumptive field to cater for, and one that gives a fair profit, which is more than can be said for many staple hardware lines.

Get Sportsmen Interested.

As we have often pointed out the hardwareman who gives his sporting department a "sporting" tone, and who gets in well with the sporting element of his district, goes a long way to command success. A sportsman likes to buy of a man who can enter into his enthusiasm, and who knows what he is talking about. There are several ways to give the house the reputation that helps the drawing power of the goods. In referring to this, one authority says that some dealers become game wardens, others act as referees, timekeepers, scorers and so on. By acting thus they place themselves in the way of acquiring advance news as to anything that may be impending along their lines, and they have the advantage of being right on the spot when favors

are being handed out in the way of equipping clubs, etc. Another excellent plan is for the dealer to get himself "appointed secretary to the local trap shooting or baseball club. The work of such an office is not particularly arduous. If it should by any chance prove otherwise, nothing is easier than for the dealer—while retaining, of course, the office and responsibility for himself—to get one of his assistants to take most of the heavy work off his shoulders. The local sportsmen would certainly not object to such an arrangement. Rather might they be expected to favor it, seeing that it would tend to assure a fuller and better service. It may indeed be laid down as a general proposition that, the more of such work that comes along the better for all. It implies a healthy and thriving condition for the club; and, for the dealer, a larger opportunity of effecting sales."

The Bicycle Revival.

The revival of the bicycle should draw the attention of all hardwaremen to this great method of transportation and of recreation. The improvement to the roads going on all over the country, and the growing conviction that bicycling is one of the most healthy pastimes, while being indispensable in some businesses, have all tended to encourage the demand. The mushroom bicycle shops, which sprung up when the craze first appeared, have disappeared, and the hardwareman—who is the legitimate distributor of these machines—is left in undisputed possession of the field. The development of automobiling has also tended to encourage bicycling. The merchant, while carrying his automobile supplies, can easily handle bicycles and accessories. While, if he puts up a repair shop, as he should do if his trade warrants it, he can look after bicycles as well as touring automobiles. There is no doubt that a good standard line of bicycles rounds out the sporting goods department. But the hardwaremen must see that he carries a reliable make, and not any of that shoddy stuff which was the downfall of the bicycle some years ago. If he cannot sell a machine by quality, do not let him try to sell one by cheapness. No man is more earnest in his denunciations than a sportsman. Let him once feel that the merchant has deceived him, let him once feel that a day's enjoyment has been marred by the poor quality of the merchant's goods, then that store is forever damned. Quality must be the banner of the sporting goods department, and nothing else.

Indoor Football.

A new indoor game has been brought out by an English inventor. Such games as golf, baseball, tennis, and croquet have been so arranged that they can be played indoors, but it was hard to imagine that football could be included among them. This invention, however, is very ingenious, and seems to imitate the game in a very sporting way indeed. The apparatus consists of a table, not

unlike that used for billiards, but much lighter, on which a miniature football field is laid out. Goal posts are placed at each end, and the football is an ordinary tennis ball. The game is called hurricane football, and each player has a length of nozzled hose attached to a bellows, which he works with his foot. Each side strives to drive the ball through

its opponent's goal by means of the air blasts, and the success or failure of one side to score is determined to some extent by that side's ability to pump the bellows. Each side has three players, one player on each side doing nothing more than is required to guard his goal. It is the one type of football game in which danger is eliminated.

about, but no one kicks about our paints," a football being placed on a pyramid of cans. The background was a representation of a high brick wall with paint signs here and there. Above the scene floated a parachute, which was made of a red, white and blue umbrella. The carriage was a one gallon Elephant brand paint can carrying two passengers. It looked very pretty at night as the cord the parachute was suspended by was made of tinsel cord and did not show up. R.B.B.

Business Methods of Canadian Hardwaremen

Practical Ideas Used by Canadian Hardware Merchants in Window Dressing—Systematic Advertising Done by Winnipeg Merchant—Simple Contest Being Conducted by Brantford Dealer During April.

AN UPSTAIRS SHOW WINDOW.

Chatham, April 4.—Jas. E. Gray, proprietor of the Ark and Gray's China Hall, has the only second-storey show-window in the city. The window is built out on the front of the second storey, after the fashion of a bay-window, the front and slanting sides being of plate glass. It extends a foot or more beyond the front wall. The bottom and two shelves give room for a display of chinaware, while from the top of the window are suspended several hanging-lamps. Though too far above the street to render it equal in value to a ground-floor window for display purposes, the window in itself attracts much attention; while at night, when brilliantly lit up, it adds a great deal to the appearance of the store. It has also the added advantage of adding a great deal to the lighting facilities of the first floor, where a considerable portion of the stock is displayed. V. L.

SYSTEMATIC ADVERTISING.

Winnipeg, April 4.—For a number of years C. C. Falconer, Selkirk Ave., Winnipeg has carried on a systematic advertising campaign in a local daily. The advertisements have appeared so regularly and in such a manner that they have become a characteristic of the publication in which they appear, and the information put forward persistently in the Falconer advertisement is a feature of the news of the paper.

Mr. Falconer says that the basis of his business has been the persistent publishing of intelligent advertisements. "While the returns come in," he continued, "more indirectly than from money expended in merchandise, yet the returns are sure to come, and very often through unforeseen channels. I have confidence in my goods, and believing that my prices are right, I mark them in plain figures." In a recent ad. in which three washing machines were illustrated and priced, the announcement concluded with the following paragraph:

"These machines are all absolutely

guaranteed. If after trying one it is not satisfactory in every way, we will cheerfully change it or take it back."

L. C. H.

BUSINESS BRINGING CONTEST.

Brantford, April 5.—Howie & Feely, Colborne St. hardware dealers, have inaugurated a contest, which promises to bring good results. Commencing on April 1, and continuing until April 30, they are giving with each cash purchase a receipt representing the amount of goods purchased. This includes all lines, including hardware, sporting goods, paints and varnishes. At the end of the month the five largest purchasers will be given a Berry Bros. wagon free. In order to create as large a field as possible, the coupons will be transferable, and in this way an energetic worker will be able to secure large returns by sending his friends to the store.

A. T. W.

PAINT WINDOW WITH IDEAS.

Vancouver, April 1.—Well in advance of the regular paint season, McLachlan Bros., 131 Hastings St. West, had a very artistic paint window display last week, put in by W. H. Jeffery. The foreground was made to represent a lawn, through which intersected winding paths. The grass was made of green colored sawdust, the paths yellow colored sawdust bordered by red, white and blue carpenters' chalk. In the centre of the lawn was erected a commodious residence made out of different sized cans of paint. The doors and windows of house were left open, while the roof consisted of a pastry board covered with half pint cans of paint. An adjustable painters' scaffold was suspended from the eave upon which sat the painter plying the brush. Girls appear looking out of the windows to watch his operations. On one side of the house a sign showed, "Our paint is on the square in the can and under the brush," a gallon can being set on a square with a paint brush on top. On the opposite side of house another sign read: "This is made to kick

WINNIPEG.

April 4.—H. S. Duncan, manager of the retail paint department of the Ashdown Hardware Company, has resigned that position to become western sales manager for the Scarfe Varnish Company, Brantford. Mr. Duncan has been engaged in the paint, oil and glass business for over fourteen years, having served with Stewart & Wood, Toronto, as bookkeeper and traveler, and in 1906 left that firm to join the Ashdown Com-



H. S. DUNCAN,

Appointed Manager of the Scarfe Varnish Co.'s Branch at Winnipeg.

pany. He is being succeeded by J. F. Ferguson, of the Ashdown retail staff, and formerly with the Bermuda Trading Company, Philadelphia, Bermuda.

Mr. Duncan is to have charge of the Scarfe & Co. warehouse, which is shortly to be erected here, and will travel extensively in the west.

L. C. H.

HARDWARE & METAL

Established

1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

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PUTTY PRICES ADVANCE.

The probability of an advance in putty prices, predicted last week, has changed to certainty. On Tuesday last a new list of prices came into force, which practically means an advance of from 5 to 15 per cent. on various quantities over the old quotations.

The high and advancing prices of linseed oil is responsible for these higher putty prices. Prepared paints and white lead also seem to be firming up for higher quotations.

EVOLUTION TOWARD PACKAGE GOODS.

The establishment of a grocery store in New York a couple of years ago in which nothing but package goods are sold drew attention to the great change which has taken place in recent years. Articles which were formerly sold in bulk are now sold exclusively in tin and cardboard packages according to the class of material.

A similar evolution is taking place in the hardware store, the latest article to be added to the package goods list being glue, which has chiefly been sold in the past in sheet form. A Brantford company has taken the initiative in this direction and it is probable that their innovation will meet with the general approval of the trade, as articles that are dirty to handle are particularly adapted for sale in cartons. An instance of this is Paris green, which was both dirty and dangerous to handle in bulk form.

While hardware goods are not so adaptable for sale in packages as groceries, there are many lines such as stove pipe varnish, stove putty and linings, colors in oil, powders, etc., which are now sold in packages and a beginning has been made in hardware lines by putting up in packages screen door sets, cellar window sets, etc.

While in some cases the tendency has been to reduce the margin of the retailer on package goods, on the principle that it is less trouble to handle articles already wrapped up, it is understood that in the package glue the margin will be equally as satisfactory as on sheets.

The popularity of package goods in grocery stores indicates that buyers of hardware, paints, sporting goods and hardware sundries will look with equal favor upon articles sold in "original packages."

PUSH THE STOVE TRADE.

While it is true that stoves and heating goods are most seasonable in the fall and they very nearly sell themselves in September, October and November, it is equally true that gas and coal ranges can be sold in the spring, and all through the year, if the stove dealer puts some effort behind his goods.

The paint dealer has found that he must go out after business if he is to keep up with the procession and the stove merchant is working under similar conditions. Business can be created if gone after intelligently.

Illustrative of this is the entry of the Consumers' Gas Co., Toronto, into the retail gas range business. They did not have to sell gas ranges to increase the sale of gas—the stove merchants were undoubtedly pushing the line, but the gas company had some progressive ideas, which they considered would result in increasing the use of gas. The merchant was chiefly concerned in the sale of the range. That done he did not follow the sale up by seeing that the customer got satisfactory service from the range. By cleaning out the burners and adjusting the air mixers three or four times each year the housewife would get better service from the range and as her gas bill would be lower, she would use more of it—and that is where the gas company was concerned most. So, in taking up the sale of gas ranges the Gas Company announced a "maintenance department," in which each customer's name was entered on cards and each range inspected quarterly, the air mixers adjusted and the working of the range demonstrated to the housewife. True, the Gas Company might have urged upon the stove merchants the advisability of establishing "maintenance" departments, but they chose to go into the business themselves with the net result that competing stove dealers have had to adopt the same progressive methods used by

the Gas Company. And so long as the competition consists of improving sales methods and price-cutting is avoided the stove trade will be benefited rather than injured.

Times change and so do the methods of doing things. What was a good system or sales plan five or ten years ago, will lead to failure if followed to-day. The merchant who aims to succeed must constantly revise his system, must throw aside the deadwood and keep a keen eye open for new plans to put into practice. And the stove man who only pushes stoves and ranges in the fall and winter must change with the times if he wants to hold what he has and reach out for more.

SYSTEM IN THE STORE.

The hardware store that is without system courts disaster. It is like a ship without a compass. It may, for all the hardwareman knows, be heading straight for a rock. His day is so taken up with worry over his position that he has not time to plan for the future. He cannot leave the bridge to others. He must stay and see everything through himself.

System, like every other good thing, can be carried to excess. It can be made a burden on the clerks, a check to rapid business instead of a hastener, and it can develop into a strangle hold. Too much red tape is nearly as bad as no red tape at all, but a judicious amount is the saving of the store.

No business is so small that it does not need system, and rigid system too. A system that grows up with a business, that becomes improved as the experience of the merchant broadens, until the whole business of the store moves like clockwork, is the system that counts. Theoretical systems of experts cannot be applied to a store with impunity. They may upset things more than they improve them. The best system is the one that has been evolved by the merchant, and suits his trade. There can be no check upon the business, no prevention of leakages, no minimising of mistakes, no correct figuring of cost and selling prices without it.

System in all departments saves labor and therefore time. The rapid handling of orders impresses the customers, and gives the store a good reputation. But best of all, it enables the merchant to tell exactly where he stands. How much profit he has made, the value of the stock in hand and all those pointers which are so necessary in the carrying on of a business with the confidence born of the fact that the merchant knows exactly where he stands.

GRAIN ROUTE IN DANGER.

Lest Canada's export transportation mediums for carrying grain from Lake Superior ports to the Old Country be carefully watched she is likely to lose the present advantages over those of the United States.

We have the shortest grain route to Britain, but if grain can be shipped via Buffalo and New York, at cheaper rates than by the St. Lawrence route we cannot expect to hold the trade. It will go through the channel of least resistance.

There is at present a combination of influences which tend to divert our grain from Fort William through the Buffalo-New York medium due to the publication of the record of export shipments by Montreal, which were found to be greater than by New York. Complaints arose from the United States shipping interests and no doubt many influences were at once set to work to counteract the natural effect of Canada's superior position.

These influences are likely to succeed unless a thorough inquiry is made. Big freighters on the upper lakes now carry grain from Fort William to Buffalo and to Georgian Bay ports for a cent and a half a bushel. As there is a difference of 300 miles in favor of the Canadian route this seems like a discrimination.

The Canadian route has also the advantage of time. The rail route from Georgian Bay ports to Montreal is 4 cents and from Buffalo to New York 4.9 cents, thus giving the Canadian medium an advantage of nine-tenths of a cent. When the grain is brought all the way by water to Montreal the advantage is a cent and a half.

But there is apparently another discrimination in the ocean rates which tend to give the balance of advantage in favor of New York. Here is where changes should be made if Canada is to retain her prestige in export grain transportation. The difference in the total charge is from one and a half cents to nearly two and a half cents. This in the face of the natural advantages of the purely Canadian route suggests that there is something wrong.

A careful investigation is due Canadian transportation companies as well as the grain growers of the Canadian west.

INSURANCE NECESSARY.

That fire insurance is an aid to business interests is manifest.

Credit is based on a mercantile reputation entitling a dealer to receive goods on promise of an after-payment and this carries with it the understanding that every possible precaution will be taken to protect both himself

and the firm trusting him against loss.

Fire insurance is the police power of the mercantile world against the fire enemy which seeks to destroy its wealth. Insurance is closely watched by credit men not only to make sure that their values are properly protected, but because the proportion of protection the merchant carries often furnishes a valuable guide as to his business ability and foresight.

TO MAKE CIVIL SERVANTS PAY.

Merchants throughout the country will be glad to learn of the introduction of a bill in the Dominion House of Commons to amend the civil service act by making all money due on salaries to civil servants liable to attachment for debts in every province according to the laws in each province.

Merchants should see that the members representing their constituencies support this bill when it comes up for argument. There is no reason why civil servants should be exempt from paying their just debts, when others are compelled to do so by law.

As the law stands at present, it is taken for granted that all in the civil service are honest—a rather broad supposition. But if the amendment to the act goes through it places them on the same basis as the majority of the remainder of mortals.

KNOW HOW GOODS MOVE.

Actual experience in the ordinary store of the country and the small city has taught us that many of the extreme inaccuracies of business accounting are impossible for the smaller merchant, as they are practiced by the big store, but in spite of that fact we also know that many retailers are wandering along blindly in their merchandising dealings without even a faint accurate idea and small grounds for even a conjecture as to how certain lines of stock of goods carried regularly by them are paying.

If we step into the store of the man who employs, say a dozen clerks, taking his inventory once a year and casting up his balances in bulk, how this or that line of goods he is handling may be paying him, his answer must necessarily be off-hand, and the result of a surface judgment. He has absolutely no figures to indicate to him how the line stands, with the possible exception that he may have the bills for a period segregated. As to how much has been sold at a profit and what are the actual sales, he doesn't know.

This being an undeniable fact, it proves that mountains of energy are being wasted every year in selling goods that don't pay good profits, but which might be made to pay or which might

be cast out and profitable stuff substituted, if there was a genuine knowledge of what is going on in the store. Thousands of dollars are bound up in unprofitable stocks, because the owners of them are not aware of their unprofitableness. The average stock of goods is a very considerable percentage dead without the knowledge of the owner, and many stocks which are apparently very profitable on their faces might be proved unprofitable if accurate knowledge could be had of what they are doing.

MEXICO USES CANADIAN NAILS.

U. S. Consul William W. Canada, of Vera Cruz, reports the arrival recently at that Mexican port of a consignment of wire from Montreal for use in a Vera Cruz wire nail factory. The shipment consisted of 549 rolls, weighing upward of 36 tons, and arrived in excellent order. Heretofore the importers obtained their stock in the United States, this being the first lot to arrive from Canada.

MONTREAL HOCKEY LEAGUE DINNER.

The Montreal Wholesale Hardware League terminated a most successful season with a banquet at St. Lawrence Hall last Saturday. Herbert Seybold, president of the league, occupied the chair, and the vice chairs were taken by George Chaffee, and Thomson Robertson. The chairman took things along well, and the success of the evening was greatly due to his efforts. In the absence of W. Starke, Robert Starke was present, and presented the challenge cup to the Canadian Fairbanks Co.'s winning team.

The chief event of the evening was, however, the presentation by R. B. Coulson of the medals, given by himself, to the members of the winning team. Mr. Coulson said that, although the idea of a cup was very good, the prize lacked much of its value as a souvenir, because the boys could not possess it for themselves, they could only hold it as a team. By giving these medals to each member of the team they had something to show in after life for their efforts.

C. F. Smallpiece, Montreal manager of Taylor-Forbes Co., Guelph, who was one of the guests of the evening, congratulated the winning team, and to stimulate enthusiasm announced that he would present each member of the winning team next season with a prize, the character of which he would announce later on. This promise was received with applause.

Mr. Chaffee, Lewis Bros., on behalf of the clubs presented the Hon. Treasurer, Pat. Bolais, with a signet ring as a recognition of his services. Mr. Chaffee said that no man had worked harder in the interest of the league. The guests of the evening included R. B. Coulson, Randolph Osborne, New York; C. F. Smallpiece, George R. Burton, J. T. Smith, Gordon Seybold and Harry Roper.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Turpentine—Advance of 1c.
 Linseed Oil—Advance of 2c.

Toronto.

Linseed Oil—Up 2c.
 Glue—New price list.

MONTREAL.

April 8.—Tin swinging back a little in the primary markets and copper strengthening, no change in either of these two metals occurred locally. Small buying has been very pronounced in contradistinction to large purchases, and it is evident that the smaller users are getting exceedingly busy. The larger interests are not so active at present, not because they are using less metal, but for the time being they are well supplied. The increase in industrial activity is making consumers interested in the markets and inquiries are improving in strength. Further weakness in the English lead market has made lead locally sag for large lots, but no definite change is announced. Spelter remains unaltered, although the decline at St. Louis is affecting the tone.

The opening of navigation now being close at hand trade has received great stimulation. Not only are heavy consignments awaiting the first boats, but open water always means greater activity all the way round. Open water influences trade in this district much more than it does further west.

The primary markets are still showing very little of the strong consumptive demand that should be in evidence now. Plenty of metal is going into use, but there is not the sustained buying which one would prefer to see. The result is that there is little stability to the markets, and but for speculation the situation would be very dull. Iron and steel in the States show improvement in new business, although there is no great rush on. Current production is the heaviest on record, and deliveries are now getting normal. Prices both in finished steel and in pig iron are practically unchanged. Cleveland warrants in the Old Country have fallen away, but the reaction seems only speculative.

Pig Iron—Greater activity is noticeable in pig iron circles through the nearness of the regular import service. Iron is badly wanted, and users who have iron coming on the first boats will be very glad when the vessels arrive. The season promises to be a record one, as the congestion in domestic furnaces will necessitate a heavier call on imported iron. Some users of iron are taking imported stuff for the first time for many years. Prices in Cleveland warrants have fallen away slightly, but that is probably purely speculative. Heavy contracts on Canadian account in the best

English and Scotch grades, and good business to the continent, should make the season a great one. New business in the States has improved, and there is more satisfaction over the situation. The pig iron market is reported stronger than it was, but prices remain unaltered. Production is at record, and specifications on old contracts are coming in well.

Tin—The sagging in tin in London had a weakening effect upon the metal locally but not enough to cause any change in jobbing prices, the market previously being very firm. Orders, especially for small lots, are exceedingly good, but the larger users are out of the market for the time being. Inquiries are more numerous. The decline in tin in the primary markets was unexpected owing to the fact that statistics were favorable, Strait shipments small, and the March deliveries good, while the Banca sale went at fair figures. But the English market is not to be judged by ordinary conditions. It is the happy hunting ground for speculators, and the bull operators come into prominence when conditions seem least favorable.

Copper—No change is reported in copper, and jobbing prices are around 14c to 14½c. Buying is showing a decided spring movement, especially in ordinary jobbing lots. Inquiries are favorable, and good business should soon mature especially if the primary markets help matters. Consumption in the States is reported dull, and exports for March have fallen off. A better tone is reported across the Atlantic, and this may help to swing New York into better shape.

Spelter—Spelter is still unchanged at 6c. Orders are reported as being exceedingly good, and inquiries promise excellent business in the future. The English market remains undisturbed at £23, but St. Louis still sags, and this is somewhat influencing the local market.

Lead—Lead is unchanged, both for imported and domestic. Orders are fair. It looks as if heavy business would soon be coming along. The English market is still on the downward grade. Supplies are very plentiful over there, and the market is flooded with metal.

Scrap—Business looked up a little this week, and some fair trading was done. Prices are unchanged with not a heavy lot of scrap showing. We quote: Copper and wire 11½c; light copper bottoms, 10c; heavy red brass, 10c; light brass, 6¼c; tea lead, 2½c; heavy lead, 2¾c; No. 1 wrought iron, \$12; machinery cast scrap, No. 1, \$16; stove plate, \$12.50; miscellaneous steel, \$7.

TORONTO.

April 8.—The local metal market is much the same this week as it was a week ago. Present business passing is heavy in volume, and so far as iron is

concerned all Canadian foundries and local metal houses report orders as being as large as they can handle just now.

The situation outside has reflected like conditions on the Toronto market, though there is no actual change in metal prices here. Iron is somewhat easier in tone, but copper and tin are firming up splendidly.

The industrial situation is brisk throughout Ontario. A number of factories using metals are running their plants into the night. "To give an idea of how overworked certain classes of business are in Toronto," said a prominent merchant the other day, "I wanted to get some enameling or japanning done, and I found I could not possibly get the work done in Toronto inside of a month, and they would not promise it for that time." Other opinions expressed are in a similar vein.

The U.S. is not showing the great activity it promised in all metal lines, but there is a quickening of trade in some finished steel products. The railways are buying motive power and rolling stock extensively, but rails, bridge and building material are disappointing. Tinplates are active, but sheets are only moderate.

Pig Iron—This line is still active and new business is being booked steadily right along. Prices remain at the old levels without any change. Summerlee ranges from \$23 to \$24 for Nos. 1 and 2; Middlesboro No. 3 and Cleveland, \$22; Glengarnock, \$23.50; Jarrow and No. 1 Clarence, \$21.75; and Canadian foundry, \$22. Both the U.S. and English markets have an easier tone, which condition has a tendency to keep local prices from going higher. Canadian foundries are yet filled up with orders and for practical purposes might be off the market. The exports of Canadian iron ore last year totalled 21,956 tons, valued at \$61,965.

Copper—Quotations are unchanged locally and in the primary markets. There is a stronger feeling abroad, however, both in London and New York, which, naturally has helped the metal here. Stocks are high. The increase in copper in the U.S. up to March 1 was 8,700,000 pounds. Canada last year produced 54,061,106 pounds, valued at \$7,018,213.

Tin—Like copper, tin is very much firmer locally and abroad, though prices remain unchanged around 34c. The metal is very active.

Lead—The strength of lead seems to be declining. This week it is weaker, though quotations are unchanged, and trading is quiet. Prices are slowly receding. Domestic is \$3.70 and imported \$3.80. Better offers can be had for quantities.

Sheets and Plates—Active with prices unchanged are both black and galvanized sheets and tinplates. This spring has seen great trading in these lines.

Spelter—This metal is coming together again and recovering itself from the weakness of the past fortnight.

Spelter is active locally this week, but is still somewhat quiet in the primary markets. The low quotation of last week, \$5.90, still stands.

Old Materials—The outlook for old metals has cleared and stocks are expected to go freely now across the border.

Prices are unchanged. Traders are paying for light brass, 6 $\frac{1}{2}$ c; tea lead, 2 $\frac{3}{4}$ c; heavy lead, 3c; scrap zinc, 4c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$12 malleable, \$8; miscellaneous steel, \$6; old rubbers, 8c.

builders' hardware, building tools, house-cleaning articles, wire fencing, farm and garden implements, etc. Summer goods, too, are beginning to push forward.

Prices are unchanged, and the market is decidedly firm.

Spring Goods—Hardware articles under this grouping are yet the seasonable and most prominent lines moving in the hardware trade. Shovels, spades and scoops are going out in great volume, as also are rakes. Wire fencing and flower bed protectors, cultivators, pruning knives and garden and field goods generally are moving forward in great quantities. Prices are firm for these goods. Some summer lines are beginning to show activity. Lawn goods—mowers, rollers and wheelbarrows—are increasing in sale almost daily. Wire window screens have already started their season and screen doors are becoming more frequently asked for. Refrigerators and ice cream freezers are showing inquiry. Hand sprayers, too, are coming to the front.

Builders' Hardware—With the advancing season this class of goods is showing greater activity. Both country and city are now buying heavily. Metal sidings, ceilings and shingles are brisk, as are sheet iron and tinplates generally. Corrugated iron is a leading line shipped to the northern part of the province. Roofing material of all kinds, particularly tarred paper and building paper are exceedingly active.

Tools — Complementary to builders' hardware are tools—builders' tools. While there are not many carpenters' sets selling just now, orders for carpenters' tools individually are pretty heavy. Saws and hammers especially show good sales. Ratchet wrenches, snips, shears, scissors, augur bits, files, etc., are also in good demand.

Household Goods—The cleaning and preserving seasons are near at hand. Washing machines, carpet sweepers, brooms, mops, pails and tubs are the best sellers, and sales of cherry stoners, fruit presses, flour sifters, apple parers and corers, etc., are increasing all the time. The near advent of the holiday season is brought to one's attention by the orders for gas and oil stoves, tinware and summer ovens.

Sporting Goods—The outdoor sports are attracting attention nowadays, and splendid sales of baseball supplies have been made all week. Booking of exercisers, developers, chest expanders, etc., for next fall is being made, but it must be said orders are light as yet. Fishing tackle, rods, hooks, reels and lines are gaining ground rapidly. Since the beginning of the month sales have been very fair. Guns and ammunition are steady. A few orders have come in for dog muzzles. Bicycles are slowly but steadily increasing in favor.

Heavy Goods—Wire nails and structural steel are decidedly brisk in demand. Pipe, too, is active, but bars and rods show an easing off this week.

HARDWARE MARKETS

MONTREAL.

April 8.—The spring rush has undoubtedly commenced. The remarkably fine weather, and the nearing approach of the opening of navigation, have caused merchants to clamor for their goods. Farmers in the east in many parts are already ploughing, and the consumptive demand has started in before some of the merchants have got their stocks properly assorted. It can be imagined that all orders are now being marked "rush."

As showing the strength of the consumptive demand, repeat orders are already being received. Booking for guns, ammunition, lanterns, blankets and sleigh bells is quiet, but steady. As for spring lines for immediate delivery jobbers have all they can do to ship promptly. Lawn tools, refrigerators, freezers, builders, hardware, hammocks and garden seats are very prominent. General lines are also showing good proportionate strength.

Heavy hardware has greatly improved, and will show up better than it did last year in comparison with shelf hardware. Heavy orders are accumulating for the lower ports, while the big industrial centres are taking in much better bulk.

All the way round there is a very optimistic tone. Prices are firm, and travelers are sending in good orders. Merchants are confident, and the whole situation is very satisfactory.

Spring Lines — Repeat orders are swinging in for spring and general lines, while those merchants who have left off ordering in any strength until now are clamoring for their goods. They are afraid that the consumptive demand will find them unprepared—a fact which has already happened in some cases which shows the folly of waiting until the last minute. Hammocks and garden seats have received a stimulation probably through the mild weather now being experienced. General lines are also moving well, and there is a very optimistic tone prevailing. Prices are unchanged, and we quote: Lawn mowers, low wheel, \$2.55 to \$2.75; 9 in. by 12, \$3.30; 9 in. by 14, \$3.55; 9 in. by 16, \$3.80; 10 $\frac{1}{2}$ in. by 12, \$4.15; 10 $\frac{1}{2}$ in. by 14, \$4.25; 10 $\frac{1}{2}$ in. by 16, \$4.65. Garden hose, good quality, 60 off, medium 60, 10 and 10, fair 70 and 10. Hose nozzles, \$3.50 per doz. up. Couplings, \$1 per doz.

Builders' Hardware—There is no falling off in the call for builders' hardware. The fine weather in the east has made the building season open earlier, and the demand has naturally been influenced. Orders are for good assorted lots. We quote: Lock sets (inside), \$4

per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32 $\frac{1}{2}$ to 33c.

Bolts and Nuts—Heavy lots are awaiting the first boats. There is no break to the continuity of orders, and prices are firm. We quote: Discounts on carriage bolts, $\frac{3}{8}$ and smaller, 70; machine bolts, $\frac{3}{8}$ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7 $\frac{1}{2}$.

Miners' Supplies—Mining operations are now in full blast in the various mining districts, and the orders are assuming heavier proportions. We quote: Miners' picks, 16 $\frac{1}{2}$ c a pound; prospectors' hammers, 16 $\frac{1}{2}$ c; pick handles, \$1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3 $\frac{3}{4}$ c; drill steel, 8c.

Harvest Tools—With the fine weather and the commencing of ploughing harvest tools have received a stimulation, and already repeat orders are being received, while belated merchants are sending in "rush" first orders. We quote: Harvest tools, 50 and 5 off; scythes, cast steel, \$6, better grades, \$7 and up; grass hooks, \$1.60 to \$2 per doz.

Heavy Hardware—The demand has developed great strength, especially from some of the large industrial centres. Heavy orders are awaiting the first boats, especially in chain, bar iron and steel, and engineers' supplies such as steam gauges, injectors, and gauge glasses. We quote: Chain coil, $\frac{1}{4}$, \$5.25; $\frac{3}{8}$, \$3.80; $\frac{1}{2}$, \$3.50; $\frac{3}{4}$, \$3.25; 1, \$3.25; anchors, 4 $\frac{1}{2}$ c lb. up; merchant bar iron and mild steel, \$1.90; steam gauges, \$1.50 each up; injectors, \$4 to \$18 each; and steam gauges, 35c to 80c.

Wire—The demand continues to improve, and there is now a good call for barb wire, spring fencing, etc. We quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire No. 1, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30 straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

April 8.—The heavy movement of hardware last week is being repeated this present week. If anything there is somewhat more trading being done. Warehouse staffs are again working into the night clearing up the orders for the day's shipments.

The usual spring and seasonable hardware goods are the most prominent lines moving—building and roofing papers,

HARDWARE TRADE GOSSIP

Ontario.

The Bruce Hardware Co., West Toronto, moved to their new premises on Dundas street last week.

The British American Oil Co., Toronto, has been authorized to increase its capital from \$500,000 to \$1,000,000.

The William Buck Stove Co., Brantford, has been authorized to increase its capital from \$150,000 to \$1,000,000.

W. F. Kelly, of the Tiger football club, Hamilton, has joined the sales staff of the Ontario Lantern & Lamp Co., Hamilton.

Thos. Murphy and John Moffat, both former employees of Mr. Bottum, hardware merchant, Bobcaygeon, have left for the west.

Geo. S. Dever, until recently a member of the firm of Button, Spilker & Co., hardware dealers, Shelburne, left last week for the west.

John McClary, president of the McClary Mfg. Co., London, was severely injured in a street car collision in that city last Saturday afternoon.

Fred B. Hope, some three years ago a partner in the hardware business with F. A. Noden, of Noden & Hallitt, Toronto Jet., died last week.

J. B. Furniss, Sunderland, is offering his hardware and tinsmithing business for sale, intending to look after some interests he has in Western Canada.

The Cobalt Hardware Co. this week became the uptown retail branch of the Northern Canada Supply Co. of Cobalt and business is being done under the later name. The stock has been moved to their new premises in the Royal Exchange building.

The Eglinton Hardware Co., composed of J. H. Brent, for 30 years a hardware traveler in Ontario, and F. C. Baker, who has had 19 years' experience in the retail business, will open a hardware store on Yonge street, Eglinton, next week. The great growth of Toronto's northern suburb this year makes the location a very favorable one.

J. A. Hossack, sales manager of the Lufkin Rule Co. of Canada, Windsor, has returned from Newfoundland and the Maritime Provinces. He reports the outlook in the island colony as being brighter than ever in its history. In the Maritime Provinces, however, he says trade is not so active as in other sections of the country. Mr. Hossack leaves on a trip to the Pacific coast on April 15.

Quebec.

S. Casavant, of St. Hyacinthe, Que., was a visitor to Montreal last week.

W. J. Stairs, of Stairs, Son & Morrow, Halifax, N.S., has been on a visit to Montreal.

C. Dietrich, of Shurly & Dietrich, Galt, has returned to Montreal from a trip to Vancouver.

H. J. Fuller, president of the Canadian Fairbanks Company, Montreal, is on a trip to the Old Country.

F. I. Spielmann, of Solomon & Spielmann, Montreal, has left for the Old

Country and will be away about a month.

Alexander G. Trees, of the firm of S. Trees & Co., Toronto, paid a visit to the Canada Paint Company's factory, Montreal, last week.

The Canada Bolt & Nut Co., Toronto, have appointed two new agents. For the City of Montreal, Bacon Bros., of Montreal, and for Quebec province and for Ontario east of Belleville, R. B. Coulson, of Montreal.

H. Cordeau, for many years with the Rock Island Hardware Co., Stanstead, Que., has left the employ of that concern to become the partner of E. C. Hall in an enlargement of the latter's present tinsmithing, plumbing and steamfitting business.

Western Canada.

R. Hewitt's hardware store at Manor, Sask., was burned last Sunday. His loss is \$8,500, which is covered by \$5,500 insurance.

C. N. Borton has purchased the tinsmithing, plumbing and heating business from the Summerland, B.C., Supply Co. Mr. Borton has been connected with the business for a long time and is well known in the district.

The Manitoba legislature has granted a charter to a Winnipeg company, with \$50,000 capital, for the making glue, tallow, gelatine and kindred products made from animal fat. This will be the first factory of its kind in western Canada, and is to operate in connection with the health office in disposing of dead animals now handled by the city crematory. The plant will be operated by electricity.

Maritime Provinces.

E. M. Gilland's hardware business at East Florenceville, N.B., has been attached by the Courts, under the absconding debtor's act.

Great Britain.

C. R. Bloxam, representing Hobbies Ltd., Dereham, England, who was to have sailed for Canada on March 18, has been obliged to postpone his trip for about a month owing to illness.

FIRE BUCKET TANK.

Manufacturers, storekeepers, owners of warehouses, freight sheds, docks, owners of lodge buildings, etc., find it necessary to give careful consideration to the question of protection against that greatest and most destructive enemy to their property—Fire. But those who can least afford the loss of stock and business through fire, take a daily—and nightly—risk of loss by having at hand no means to extinguish an outbreak.

As an inexpensive and dependable means of fire protection, E. T. Wright & Co., Hamilton, are introducing a fire bucket tank, containing six buckets, with automatic self-raising handles. These tanks are made of heavy galvanized iron, painted red and stenciled, take up very little room, have air-tight covers so that the water cannot evaporate, and are sold

at such a reasonable figure that the owner of the average building can easily provide as many as are necessary for the complete protection of every square inch of his premises. At the first indication of fire, the nearest tank is opened and found full of water, the handle of the top bucket rises automatically, and



Fire Bucket Tank.

when the top bucket is withdrawn the handle of the next bucket comes up. The tank holds sufficient water to fill ten buckets—30 gallons. It is approved and recommended by the fire insurance underwriters.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Overhead Hangers.—James Purvis, of Sudbury, Ont., writes: "Can you give us the address of a Canadian firm that makes or handles overhead steel track hangers, switches, etc.?"

W. D. Beath & Son, 193 Terauley St., Toronto, are makers of these goods.—Editor.

Belt Dressing.—The Waterloo Mfg. Co., Waterloo, Ont., ask who are the manufacturers of "Blue Label" Handy Bar Belt Dressing.

This article is made by the Crescent Belt Fastening Co., New York, and is handled in Ontario by the Aikenhead Hardware, Ltd., Toronto, and the Dominion Belting Co., Hamilton.—Editor.

The Connely—Fairweather Hardware Co., Sussex, N.B., ask for the name of a manufacturer of galvanized wall ties suitable for concrete buildings of the two-piece block type.

The Expanded Metal Co., Fraser Ave., Toronto, make these articles.—Editor.

Trade Conditions in the Mother Country

Improving Trade in Iron and Steel—Higher Prices all Round—Lull in Tinplates—Returns Show Expansion of Export Trade.

Sheffield, April 1.—Undoubtedly the iron, steel, hardware and metal trades are improving. A good deal of the impetus has been afforded by the placing of considerable contracts by the Admiralty for battleships, cruisers and armour. Then, too, the navy estimates just published are on a much more lavish scale than has been the case for some years. Certainly the amount allocated to be spent in the current financial year is not large, but there is already enough work on hand to last very many months. Activity in armour plate, gun and gun mounting departments brings work for makers of tools and machinery, and the rolling mills also come in for a share of the work. Thus, the Government work is helping other branches of the steel trade along.

Raw Materials Advancing.

Naturally, there has been a considerable advance in the prices of raw and semi-manufactured material. Bar iron has been advanced 5s. per ton in the Sheffield district, and 10s. in the Birmingham district. Pig iron is variously advanced, and steel billets are from 5s. to 10s. per ton dearer. There is some difficulty in getting the enhanced prices, but there is indisposition on the part of either merchants or manufacturers to yield. For forward delivery into the third quarter of the year, even higher rates are asked, but little forward business has yet been put through, by reason of the fact that many are well contracted to the middle of the year.

Activity in Germany has stopped the dumping of steel billets here. German steel billets are now virtually as dear as the English, and there is no incentive to the English manufacturer to buy them.

Orders for America.

There is a disposition just now on the part of British municipal authorities to place orders for manganese tramway points and crossings with an American firm. Only three firms specialize in this line: two are Sheffield and the other in the United States. It is said that satisfaction is not being given here and, of course, there is the disadvantage that by means of an amicable understanding between the two firms in Sheffield, it is possible to maintain prices at a very high figure. It would not surprise me at any moment to hear that a British municipal authority had decided to send a good order to the States. Quotations have already been furnished.

A Notable Citizen.

The death has just occurred in Sheffield of Sir Frederick Thorpe Mappin, Bart., who has been associated with Sheffield industry for three-quarters of

a century. He was only 13½ years of age when he entered his father's office, and when still very young, he had thrust upon him the management of a business which has grown into one of first importance under his guidance. He was head of the firm of Thomas Turton & Sons, or the Sheaf Works, manufacturers of steel, tools, springs and hardware. He had been Mayor, a Town Trustee, a Justice of the Peace, chairman of the Sheffield Gas Co.—which produces the cheapest gas in the world—and Master of the Cutlers' Company, of Middlesbrough, one of the oldest guilds in existence.

The Tinplate Trade.

In the last few weeks there has been a marked reaction in the tinplate trade, due partly to the sharp retrograde movement in tin. The falling off in the general demand, apart from this adverse feature, was not surprising, considering the large number of orders placed for several months past for future delivery, whereby the activity of the Welsh mills is secured for some considerable time. No uneasiness has been occasioned by the temporary lull, which is not expected to last long enough to bring about any decided change in the underlying conditions of the industry. The set back in prices does not exceed 3d. per box, although the price of block tin dropped about £10 per ton from the highest of this year. As usual in such circumstances, second-hand plates have been offering more freely, while some aggressive sales have been made by merchants, but makers have shown no great anxiety to compete for new orders at the reduced rates now generally current. Further American purchases of oil-plates have been made lately on the basis of 13s. 9d.

Improving Export Trade.

It is said that some tool steel firms have been doing a better trade than ever with the United States. At present, there is a little lull, but not sufficient to cause any uneasiness whatever.

The Board of Trade returns again indicate a satisfactory expansion of trade. During February, the total value of exports was £41,876,430, an increase of £5,378,344, compared with the corresponding month of 1909, and of £2,429,243, compared with February, 1908.

Imports totalled £51,158,357, an increase of £690,214 compared with February of last year, but a decrease of £1,269,765, compared with February, 1908.

In exports of hardware, the expansion continued in the trade with Canada. The total was £3,940, compared with £2,882 in February, 1909, and £3,652 in February, 1908. The total for the two

months of the year was £9,201, an increase of more than £4,000 over the corresponding two months of 1909.

Cutlery exports did not improve to such an extent, the total was £4,263, compared with £4,055 in the corresponding month of 1909, and £4,922 in February, 1908.

Pig lead and manufactures of pig lead totalled £3,765 in February last, a big increase over the £2,326 in February, 1909, but over £1,000 short of the £4,834 total in February, 1908.

Unwrought tin totalled £14,841, compared with £11,078 in the corresponding month of 1909, and nearly three times the £5,812 total of February, 1908.

Canada also took more steel. The total value of steel bars, angles, rods and shapes on sections was £14,873, a considerable advance upon the February, 1909, total of £10,667, and over four times the value of the £3,612 total in February, 1908.

Anchors, grapnels, chains and cables totalled £2,667, compared with £2,113 in February, 1909, and £1,261 in February, 1908.

Tinned plates and tinned sheets showed a falling off. The total quantity sent to Canada was 2,249 tons, whereas 2,867 tons were sent to Canada in February, 1909, and no fewer than 1,128 tons in February, 1908.

Galvanized sheets also showed a decline. The quantity sent to the Dominion in February, was 1,073 tons, compared with 1,218 tons in February, 1909, and 393 tons in February, 1908.

Manufactures of wire totalled 233 tons, compared with 290 tons in February, 1909, and 200 tons in February, 1908.

Ship, bridge, boiler and other plates (not under ½ inch thick) totalled 853 tons, compared with 415 tons in February, 1909, and 258 tons in February, 1908.

Similar plates under ½ inch thick were of the weight of 477 tons, compared with 561 tons in February, 1909, and 173 tons in February, 1908.

Wire, including telegraph and telephone wire, totalled 141 tons, compared with 211 tons in February, 1909, and 173 tons in February, 1908.

New perfect rails for railways and tramways totalled 487 tons, a considerable advance upon the two tons of February, 1909, and 60 tons in February, 1908. This trade with the Dominion has grown a great deal. For the two months of this year, the total was 1,747 tons, compared with 39 tons in the corresponding two months of 1909, and the 135 tons of the first two months of 1908.

In February, Canada took from us 1,901 tons of pig iron, compared with 775 tons in February, 1909, and 2,007 tons in February, 1908. On the two months of the year, the increase is more notable. It has reached 7,232 tons, compared with 1,727 tons in the first two months of 1909 and 2,877 tons in the corresponding period of 1908.

R.A.

Trade News from the Atlantic to the Pacific

St. John Foundry to Open Branch at Fort William — Ottawa Hardwaremen Improving their Stores — Trouble at Winnipeg Over Price-cutting.

ST. JOHN.

April 6.—The W. I. Fenton Land Co. is asking the city to take over a street near Douglas Ave., put in water and sewerage, so that the company can erect eleven houses, costing \$2,500 each. There is quite a building boom on in this city now. The new buildings to be erected for the exhibition association will require more than 600,000 feet of lumber and a large number of dwellings and business houses are being erected and remodelled.

It has been settled that a branch of McLean, Holt & Co.'s foundry business will be started at Fort William. It has been stated that the company would amalgamate with T. McAvity & Sons, but James L. McAvity, proprietor of the former concern and a director of the latter, will neither confirm or deny the report.

Among the new candidates offering for the aldermanic election which is to be held on Tuesday, April 19, is W. A. Steiper, hardware and stove dealer. Ald. McGoldrick and Lewis, who are both in the metal business, are seeking re-election.

W.E.H.

HALIFAX.

April 2.—The Halifax hardware dealers report business very satisfactory for the season of the year. The volume of orders that are coming in are considered fully up to the standard, and the outlook for an increase in trade is most encouraging. The fishing vessels that are now fitting out for the Banks are taking good supplies of rope, chain, hooks, lines, twines and anchors. In addition to these articles, some of the vessels purchase large quantities of tinware, enamelware, and the cheaper grades of cutlery. This class of trade at this season of the year is heavy, and it is most helpful to business.

Some of the Halifax hardware jobbers have been greatly inconvenienced by the sympathetic strike in Philadelphia. Orders that were placed months ago, have not been filled, and the dealers have received no notification when they will be. Some of the orders are for special goods that have to be made on specifications.

The Halifax hardware dealers that handle sportman's goods, such as trout-fishing gear, etc., are now getting them to the front. The fishing season opened here on the first of the month, and some of the dealers already report that there is a good demand for tackle.

Another line that some of the retail hardware dealers have added to their stocks is roller skates. Roller skating has become popular here of late, and many of the patrons of the rink prefer

their own skates, so the dealers now have them on hand if inquired for.

OTTAWA.

April 5.—The warm weather has occasioned dealers to display garden utensils, and are reminding their patrons, through the newspapers that it is time to clean up the back yard and the front lawn.

The hardware trade in the capital is experiencing quite a shuffle this spring. Graves Bros. are retiring from business. J. P. & F. W. Esmonde are moving from 38 Rideau St. to 528 Sussex St., after May 1, pending alterations to 182 Sparks St., which premises they will occupy upon completion of the changes. The Ottawa Hardware Co. have again moved, this time, however, to a large and convenient store at Bank and Somerset Streets, the premises formerly occupied by Charles Watt. Cowan & Wilstie are fixing up this new store in attractive style and their move is considered an especially good one, owing to the rapid growth of Bank St. as a business thoroughfare. These two gentlemen have their shelf hardware displayed on panels, which they claim to be far ahead of the box system. With this method it is not necessary to take down the whole of the stock in that one particular section, as everything in the apartment is exhibited on the panel.

Building operations this year continue unabated and great is the demand for builders' hardware and other building requisites, as well as for plumbing equipments.

G. E. M. H.

KINGSTON.

April 6.—Percy B. Chown, of the firm of Chown & Co., hardware merchants, was the victim of a most dastardly trick the other evening. While he and his wife were down town, some person or persons broke into the house, and after stealing a revolver and a box of cartridges, sprinkled the contents of a can of oil on the hardwood floor of the dining room set it on fire and decamped. When Mr. Chown and his wife returned home, they found the dining room on fire, and it was only by the mere chance that the house was not totally destroyed. There have been several fires of a mysterious nature, and as a result the city has offered a reward of \$50 for information which will lead to the guilty parties. Two years ago, Mr. Chown's house was burglarized.

E. G. B.

BRANTFORD.

April 5.—The Paris town council has awarded the contract for civic hardware for the year to Donald Sinclair.

The International Harvester Co. has purchased the Paris Plow Co.

R. Maldaver has sold the Brantford Metal Co.'s business to J. Lipovitch and O. Maldaver, who will carry on the business as formerly.

John Young, Waterford, will erect six new houses in Welland.

The Plymouth Cordage Co., Welland, will erect a 300 foot addition to their storage and warehouse facilities.

Mrs. John Boomer, Preston, has patented a false grate which raises the grate, and makes less coal do the work.

The contract for the manufacture of reinforced concrete tile for storm sewers on Brant Avenue, Waterloo street and Albion street, has been awarded to the Lock Joint Pipe Co., New York, on the condition that the pipe be manufactured here, and local labor employed.

The city engineer will ask for tenders for a new concrete, steel reinforced bridge over Market street, approximate cost, \$50,000.

Additions and alterations to local schools to cost \$30,000 will be made, the by-law carrying yesterday. The proposal to erect a new market on the present site was voted down.

C. K. Jansen has resigned the managership of the Maple Leaf Harvest Tool Works, Tillsonburg, to accept the managership of the Kennedy Motor Car Co., Preston.

A. T. W.

WINNIPEG.

April 5.—Jas. Lawrence, for the past twenty-two years with the Ashdown Hardware Co. as manager of the retail stores in Calgary, Lethbridge, Nelson and Winnipeg, has severed his connections with the firm to enter the real estate business in Edmonton. H. Byers, of the Nelson store, succeeds Mr. Lawrence in Winnipeg.

Local retailers are having some difficulty at the present time over price cutting. The city is divided into the north and south division and it is among the merchants of the north end that the price-cutting is carried in. They claim that it is necessary to do this to prevent the customers from going down to the department stores, while the dealers in the south, who are in closer touch with the department stores maintain that it is not necessary to cut prices to compete. The majority of those in the local association are strongly opposed to a foolish price cutting policy, and so long as that feature exists, the trade will stand greatly in need of reconstruction.

H. Miller, of Miller-Morse Hardware Company, left the city on April 8 for a six-months' trip to Great Britain and Europe.

W. C. McLean, traveler for the Ashdown company is critically ill at his home in Winnipeg with pneumonia. Mr. McLean has been many years with the Ashdown house and is very popular with all members of the staff.

To the Paint Dealers of the West

Hear that insistent cry for *Stephens* Paint?

It is the result of our publicity campaign. The wide awake dealer of Western Canada is stocking *Stephens* goods exclusively. The demand is for good goods---goods that will give satisfaction---goods that are well known.

Stephens
PURE PAINT

on your shelves add prestige to you store. Write or wire at our expense for our proposition. Another dealer may get ahead of you.

G. F. STEPHENS & CO., Limited

Winnipeg, : Man.

Branch at Calgary, Alberta.

Corrugated Iron

We make it---either painted or galvanized in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

Winnipeg Ceiling & Roofing Co.

SHEET METAL MANUFACTURERS

Fort Rouge - - - - - Winnipeg

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

ECONOMY SIDE WALL REGISTER



It is cast from original bronze patterns, is exceptionally well finished and attractive.

Face has large area, and being convex, offers little resistance to passage of warm air currents.

Face is attached to frame with one set screw.

Frame has flaring base, which permits of the use of a large, unobstructed box and supply pipe.

Is made in standard sizes, 7x10, 7x12, 8x13 and 10x13.

It will way you to get our prices before making up your season's supply of register boxes.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, April 7.—Jobbers characterize the trade this week as very heavy in that it covers a wide range of goods. The retailers lost no time in stocking spring and seasonable lines. The weather everywhere in the west has been exceptionally fine for some time and the effect on building operations cannot be estimated. Farmers are entering into general agricultural pursuits and this means that he must deal more with his local merchant.

A retail store opened in a northern Saskatchewan town a few weeks ago, and the first business done over the counter was the sale of all the hardware needed for a large barn eight miles distant.

The wire business has been remarkable and at present wholesalers are very short of stocks and little can be expected to move until after the opening of navigation. Metal roofing and siding is going out heavily and these lines are fast replacing lumber everywhere in the west. Sporting goods are a strong feature this week, and bookings for baseball outfits alone are very numerous. Travelers report good orders for ammunition and rifles. Wholesalers report that the tariff changes do not affect them seriously. The importations of accessory and household goods, however, will naturally be increased.

Winnipeg Market Quotations.

Wire—Barbed wire, 100 lbs., \$3.15; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron, No. 0 to 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to 1, \$5; No. 2 and larger, \$4.75; featherweight, \$6.15.

Horse Nails—"M R M" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$2.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.50 base, usual extras.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ½ and smaller, 65; 7-16 and larger, 55; machine, ½ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50;

square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 31c; 10, 34c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes—6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains.—5-16, \$5.60, ¾, \$5.50; 7-16, \$4.80.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 p.c.

Grindstones.—Per 100 lbs., \$1.65.

Wringers.—Royal Canadian, \$35; new easy, \$39.

Crowbars.—4½c per lb.

Solder—21c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9¼; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$3.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ⅜ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: ¼ in., \$3.50; ⅜ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼ in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Fittings.—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, \$3.65; 18, \$3.70; 20, \$3.75; 22 and 24, \$3.85; 26, \$4.05; 28, \$4.45; 30-gauge or 10½-oz., \$4.65; Queen's Head, 20, \$3.85; 24, \$4.05; 26, \$4.45; 28, \$4.65.

Tin Plates—I.C. charcoal 20 x 28 full box, \$9; ½ box, \$4.75; IX. full box, \$11, ½ box, \$5.75; IXX. full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$8.50.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; Red Rose, 25½c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c-25c; acme lamp, 30c; White Lily 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100 pound drums, \$2.75; turpentine, bbl. lots 90c per gal.; linseed oil, raw, \$1; boiled, 3c per gal. advance on this price.

Gunpowder—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof do., \$8; honker in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

PUSH HARDEST WHEN TRADE IS DULLEST.

It is one of the laws of nature that the greater the load the greater must be the effort expended to move it. It is one of the laws of merchandising that the duller the season the greater must be the effort to get trade.

Lessen the effort and the load will not move—the trade will not come. Increase the effort and the faster will the load move—the faster will the trade come.

This is an unalterable law—the law of cause and effect. And there can be no escape from it—without punishment. You will punish your business—you will penalize yourself—if you fail to push hardest when trade is dullest.

Just because there is a tendency to let down on "the other fellow's" part, is all the more reason why you should drive ahead—and gain a further lead.—Our Drummer.

Ask US to quote you for

PARIS GREEN

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

HOYLE
ROBSON
BARNETT & CO.
LTD.

HEAD OFFICES:

35 CLOSE, NEWCASTLE-ON-TYNE,
ENGLAND

CONTRACTORS TO

H. M. ADMIRALTY and WAR OFFICE

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER ONTARIO



Sell More Linseed Oil

Do you as a dealer attach sufficient importance to the quality of the Linseed Oil you sell? Do you realize that the sales resulting from carrying only a high-grade oil mean not only a source of profit to you, but also help to get the people in the habit of coming to your store when they want other more profitable lines?

You owe it to your regular customers to sell them nothing but the best. Poor oil means poor paint and consequently unsatisfactory results.

Keep the confidence of your trade by selling

SHERWIN-WILLIAMS

SCREW PRESS LINSEED OIL

made from the best Northwestern flaxseed which is thoroughly screened and recleaned by us before it is used. This flaxseed is pressed at a lower temperature than used by other crushers and so the mucilaginous matter is left in the cake instead of finding access into the oil itself. To further clarify the oil, it is filtered in hydraulic presses and then placed in large storage tanks where it is thoroughly aged until it becomes clear and brilliant in color and free from sediment.

Take this opportunity for securing a superior quality of linseed oil and write us for full particulars and prices.

THE SHERWIN-WILLIAMS CO.

MAKERS OF PAINTS AND VARNISHES

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.

WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.



"The Western Stove Makers"

W.J. COPP SON & CO

MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



TRADE MARK

Our Facilities for Making

Show Cases, Store Fronts, Special Cases, Fixtures, etc.

enable us to turn out this class of work promptly at moderate prices.

Attractive and durable designs to offer you—they will help sell your goods.

Write us your wants and we will be pleased to quote.

The Winnipeg Paint and Glass Co., Limited

EDMONTON

WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Brantford Cordage Co. will make extensions to their factory at Brantford.

Culliton Bros. are erecting a new saw-mill at Loon Lake, near Albernie, B.C.

A new company known as the Dominion Prospecting and Testing Co. will shortly locate at Hull.

The new factory of the Basket and Woodenware Co., Rodney Ont., will be ready for operation by May 1.

The Tucket Cigar Co. and Baynes Carriage Co. are contemplating building big additions to their factories at Hamilton.

The Burton-Baldwin Co., manufacturers of store fittings and general cabinet work, have moved into their new factory at Hamilton.

Municipal Undertakings.

Souris, Man., will instal a sewerage system.

The Vancouver Board of Works are considering the construction of many additional sewers.

The following by-laws were carried at Regina, Sask.: waterworks extensions, \$10,000; sewerage extensions, \$10,000.

April 14 is the date set for the receiving of tenders for supply of annual supplies for Quebec City.

Tenders are being called by Calgary, Alta., until April 22, for the construction of sewers, water mains, etc.

Tenders have been called for the supply of 137,000 pounds of lead pipe for the Winnipeg waterworks department.

Tenders addressed to W. F. Neal, city clerk, Moose Jaw, will be received until April 11 for trenching and laying 7,100 feet of sewer pipe.

The estimates made by the London Water Commissioners include: Service extension, \$6,000; main extension, \$10,000; meters and hydrants, \$7,500.

The Ontario Railway Board has given Toronto permission to issue \$45,000 debentures to cover the cost of laying trunk sewers in the east end annex.

Prescott, Ont., will shortly invite tenders for the extension of their sewerage system, including one septic tank. A by-law to raise \$22,000 for this purpose has been carried.

The Toronto Board of Control awarded the contract for one 42-inch hydraulically operated stop valve for the main pumping station to Canadian Fairbanks Co., Toronto, at \$1,180.

City Engineer Ker, Ottawa, submitted plans for the west end drainage system with a septic tank in Mechanicsville. The plans will now be forwarded to the provincial board of health for approval.

Tenders addressed to J. H. Truesdale, city clerk, Saskatoon, Sask., will be received until April 11 for all labor necessary for laying water mains and sewer pipes and furnishing materials therefor.

The St. Thomas power committee awarded the contract for general supplies to Ingram & Davey at \$1,561.44, and The Gartshore Foundry Co., Hamilton, will furnish 30,000 tons of cast iron pipe at \$34 per ton.

Public Buildings.

The new Orpheum theatre at Winnipeg will cost \$150,000.

A new school building will be erected at East Kildonan, Man.

J. H. Tremblay & Co. were awarded the contract for the Lord Roberts' school at Winnipeg.

The congregation of the Church of the Epiphany, Toronto, will erect a new edifice to cost \$40,000.

The contract for the new school house at Prince Rupert, B.C., has been awarded to A. J. Prudholme.

Regina ratepayers carried the by-law authorizing the erection of a new market building to cost \$16,000.

The contract for the building of the new St. Jean Baptiste School, at Hull, has been awarded to Louis Lemieux at \$5,400.

The contract for the building of the new Roman Catholic church at Annapolis Royal, N.S., has been secured by Mr. Allen, of Middleton.

Dr. Sharpe has submitted plans for the various hospital buildings at Winnipeg, Man. The by-law to raise \$600,000 for hospital will be submitted to the ratepayers shortly.

General Buildings.

A \$7,000 hotel will be erected at Forget, Sask.

Douglas & Co. will erect a warehouse at Winnipeg.

The Grey Nuns will erect a new building at Regina, Sask.

J. Vaio will build a business block at Victoria to cost \$10,000.

W. Holden is erecting a \$250,000 building at Vancouver, B.C.

Finch & Finch will erect a three-storey block at Victoria, B.C.

The Union Bank will erect a \$150,000 office building at Toronto.

The Canada Veiling Co. are erecting a \$76,000 building at Toronto.

A. B. Kent will erect an apartment house at Winnipeg to cost \$50,000.

The G. T. P. will erect a 10,000,000 bushel elevator at Porth Arthur, Ont.

An armory will be built next year at Prince Albert, Sask., to cost \$10,000.

Sweeney & McConnell will erect a building at Victoria to cost \$15,000.

Senator Loughheed will erect a skyscraper, at Calgary, at a cost of \$300,000.

C. F. Madden will erect a \$35,000 apartment house on St. Albans St., Toronto.

The Bank of Commerce will tear down their present building at Winnipeg and double its size.

H. A. Hart has been granted a permit to build an apartment house at Toronto, to cost \$25,000.

A new palm house and conservatory will be erected in Stanley Park, Vancouver, as an Oppenheimer memorial.

The Thistle Curling Club and the members of the Builders' Exchange have decided to build a large curling plant at Winnipeg.

The general contract for the erection of a Roman Catholic presbytery at La Prairie, Que., has been awarded to Francis Dufresne.

The contract for the superstructure for the Canada Life Building at Vancouver, has been awarded to McDonald & Wilson of that city. Estimated cost, \$200,000.

William Bruce, Winnipeg, is preparing plans for an apartment house to be erected there this spring, to cost \$50,000, and also for a \$50,000 residence for R. J. McKenzie.

The following buildings will be erected at Swan River, Man.: Canadian Northern Ry., a hotel; P. McKay, departmental store; B. E. Rothwell, brick block. A telephone exchange will be erected this summer.

Railway Development.

The by-law granting a 28-years' franchise to the Sherbrooke Railway Co. was carried. The company promise to spend \$50,000 in extensions and developments to power plant.

The contract for the construction of branch of the I. C. R. from Sydney, N.S., to Orange River has been awarded to A. Kirk, Antigonish, N.S. It is estimated at \$250,000.

Chief Engineer Atwood, Prince Albert, Sask., has announced that the Hudson Bay & Pacific Railway would be started this year and will be built by British capitalists headed by A. J. Spicer.

New Companies.

Knight Bros. & M'Kinnon, Cobalt; capital, \$50,000; to manufacture, buy and deal in shingles, hardware and mining supplies. Incorporators, H. Knight, W. Sharpe, H. L. Barber, Burk's Falls, Ont.

The Canadian Glass Co., Hamilton; capital, \$100,000; to manufacture and carry on a business in glass in every description. Incorporators, M. J. O'Reilly, G. H. Levy and W. W. Osborne, Hamilton.

Anchor Packing Co. of Canada, Walkerville, Ont.; capital, \$40,000; to manufacture and deal in rubber goods and goods of rubber compounds. Incorporators, E. C. Adams, O. M. Flynn, F. A. Kohi, Detroit, Mich.

W. G. Colville Co., Fort William; capital, \$40,000; to manufacture, buy and deal in hardware, metals, paints and sporting, and household supplies. Incorporators, W. G. Colville, J. A. Fife, A. H. Dowler, Fort William.

MACHINERY STEEL

SMOOTH AND
IRON FINISH

All sizes in stock $\frac{1}{4}$ " to 6"

A. C. LESLIE & CO.,
LIMITED
MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

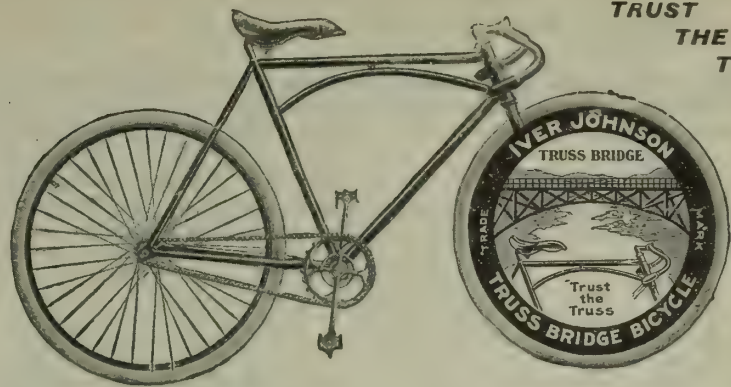
General Offices
43 EXCHANGE PLACE
NEW YORK CITY

**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL



THE IVER JOHNSON Truss Bridge Bicycle

is the best seller on the market, as dealers who tried soon realized. And it is the best wheel by far to

BOOST THE BICYCLE

because of its superior qualities. The demand for the bicycle has been growing since the reaction from boom days, and needs only a little of the right kind of encouragement to put it on a profitable footing.

Send for Catalog and Dealer's Proposition

IVER JOHNSON'S ARMS & CYCLE WORKS

Manufacturers of Iver Johnson Revolvers ("Hammer the Hammer") and Single Barrel Shotgun

Factory and General Sales Office,

330 River Street, Fitchburg, Mass.

New York, 99 Chambers Street

Pacific Coast Distributors,
Southern Selling Agents,

Baker & Hamilton, San Francisco, Cal.
Henry Keidel & Co., Baltimore, Md.



SELL LONDON BOLTS AND BARS

We make sure they are perfect before they leave our mills, and you will find the profit they yield most satisfactory.

See to your stocks.

GET OUR PRICES

Sales Agents:

BAINES & PECKOVER, - Toronto, Ont.

BISSETT & LOUCKS, - Winnipeg, Man.

**LONDON ROLLING MILL
CO., LIMITED.**
LONDON - CANADA

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter pertaining to the Tin Shop.

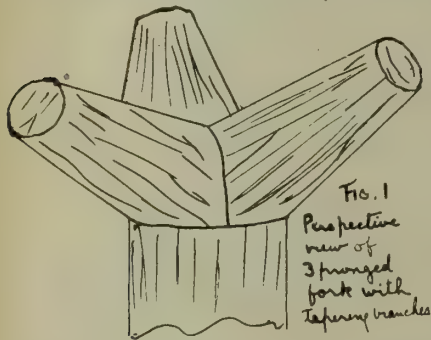
Editor Hardware and Metal.—Will you kindly describe how to draw patterns for three pipes coming out of one large pipe.

A. R. W.

Sherbrooke, Que., March 24.

In Fig. 1 is shown a pictorial representation of a fork, or crotch, consisting of three branches of equal size and taper, all uniting so as to form one round pipe.

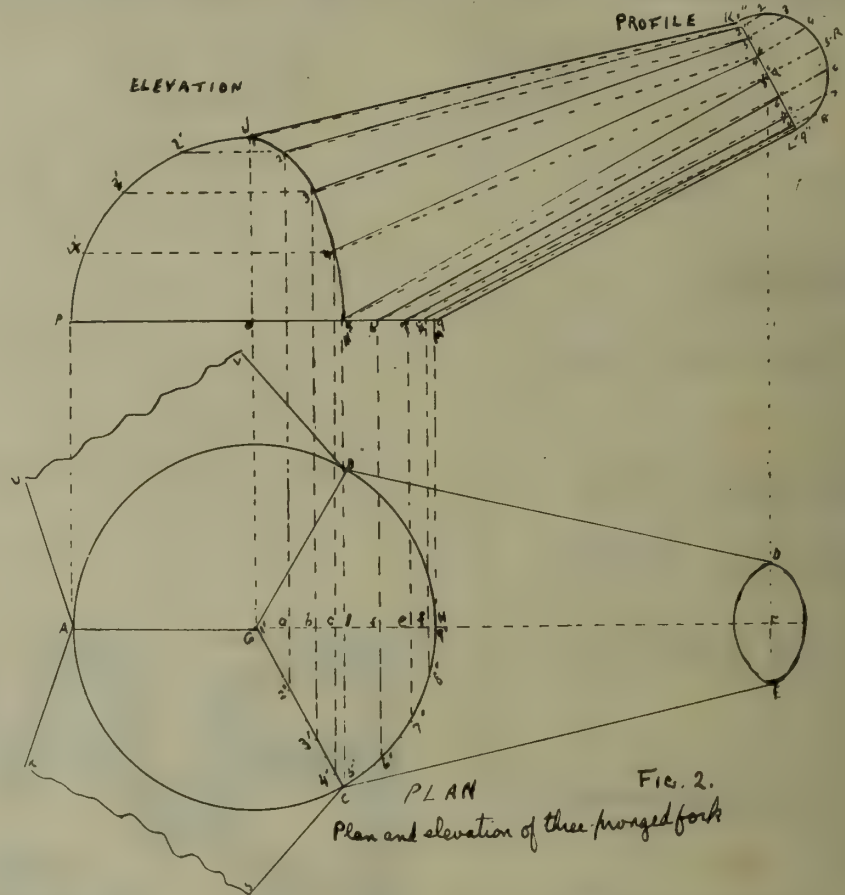
In Fig. 2 A.B.C. represents the base of article or size of the large pipe and B.D.E.C.G. one of the tapering branches. The other branches are partly shown in



plan A.G.C.S.T. and A.U.V.B.G. in the elevation the branch is shown by J.K.L.M.N. and the half profile of small end by K.R.L. An inspection of the engraving will show that the perimeter of the larger end of the branch must be divided into three parts, two of which form the joints or connections with the branches on either side of it, while the third part must form one third of the base or circumference of the large pipe with which it is to be united. In the elevation P M represents the plane of the base or upper end of the round pipe of which A B C is the profile or plan and J O is assumed as the height of the central point at which all the branches meet. From J of the elevation or G of the plan to either of the three points A, B or C any suitable curve may be chosen as the profile upon which to make a joint or miter between adjacent branches. As J O is equal to G A or G C a quarter circle is assumed as the most suitable curve; therefore from O

as center describe the quarter circle P J of the elevation corresponding with A G of the plan in order to complete the elevation of the branch J K L M N it will be necessary to obtain the elevation of the miter line G C. Therefore

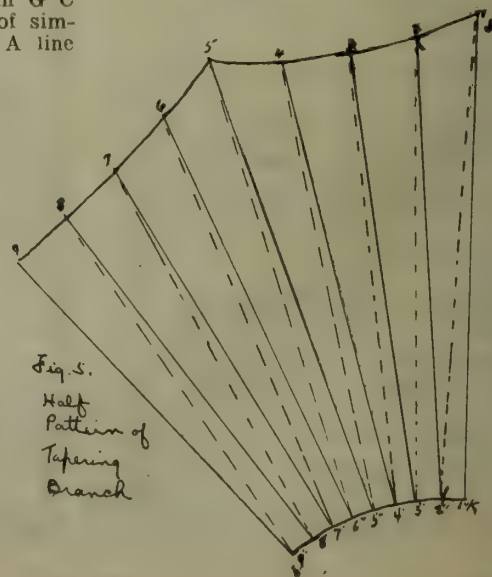
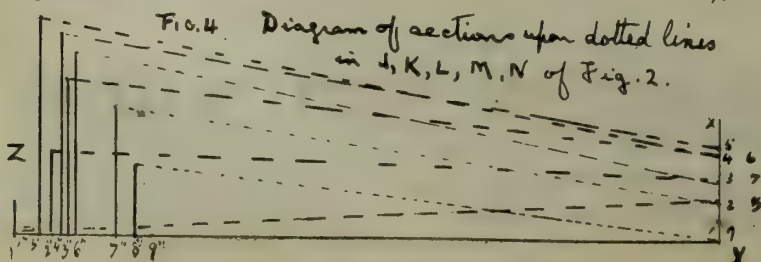
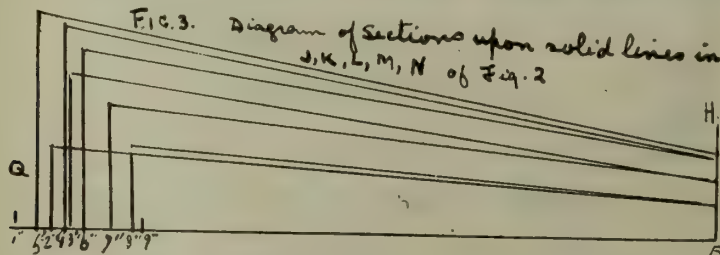
traced through these points of intersection, as shown by J N, will give the miter line in elevation corresponding with G C of the plan. Divide C H of the plan into the same number of equal parts as P J of the elevation, and from the points thus obtained erect perpendiculars cutting N M. Divide K R L, the profile of the smaller end of the branch, into the same number of equal parts as the larger end that is, as many as are found in J N M and from the points of division drop lines perpendicular to K L. Cutting the same, connect points in



divide P J into any convenient number of equal parts, as shown by the small figures and from the points thus obtained carry lines to the right parallel with P M. From G on G C, set of spaces equal to the distances from the points in P O to the line O J, as shown and from the points thus obtained in G C erect perpendicular cutting lines of similar number drawn from P J. A line

K L with those in J N M by solid and dotted lines in the manner shown in the drawing. Upon all of these lines it will be necessary to construct sections in order to obtain the true distances as if measured upon the surface of the branch.

Continued on Page 50.



The Retail Paint Trade

HANDLING ADVERTISING MATTER.

Every customer before leaving the store should be handed a liquid paint folder or some other kind of advertising matter issued by the manufacturer whose paints the merchant is carrying. Give the visitor something pretty to look at, something to draw his attention away from his purchase and make him think of paint. It may be, in the hurry of the purchase, that the customer has not been attracted by the interior paint display, or the pretty window outside, but this folder, or whatever it may be, will do the trick.

Every man, woman, and child should be treated in the same way. There is no occasion to be niggardly with advertising matter. The manufacturer is willing to supply all that is required, so long as he knows that it is being used properly. Especially is it important that the women and children should be handed the folders. It is very seldom that anything artistic in the advertising line is thrown away by these visitors to the store. The matter is carried home, and left on the table, and is thus a strong advertising factor to the merchant. With men this is not so often the case. The matter may get thrown away, but even then not before a glance is taken at it.

The development of paint using is a matter of continued advertising, and continued advertising is easy when the merchant is helped to the extent that he is by the paint manufacturer. It entails no expense, simply the exercising of a little trouble and sometimes a little thought—not a terrible task for the man who is reaping the benefit.

The value of handing out advertising matter is illustrated by the recent experience of a hardware merchant. A few days ago a customer came into his store and produced a color card, and ordered a shade which was shown on the card. Now, this merchant takes the trouble to mark his advertising matter so that he can tell when it was issued from the store, and his mark on that card showed him that the customer or one of his family received it last fall. This proved to the merchant that the store had been advertised in the house of the customer for months and had brought a sale in the end. Out of curiosity the merchant asked how the customer got the card, and the reply was, "I believe it was handed to one of my children and the colors so interested her that she kept it, and it has been hanging round my house ever since."

This shows how advertising pays. With every folder, etc., handed out the merchant may be pulling a customer, not to-day, maybe not to-morrow, but some time later on when he little expects it. The great secret is to keep on with the advertising. It spoils the whole effect to give out matter for only a certain time, maybe until the first consignment from the manufacturer is finished with,

The Answer
To The
Paint
Question

You can safely tell your most desirable customer that three coats of any other paint will not last longer than only two coats of

**ML PURE
PAINTS**

Sounds hard to believe, but it is literally true. Sample tin (free to dealers) will prove it. Write nearest place for free tin, color card and most attractive dealer's proposition yet made. 6 Morse St., Toronto. 108 Princess St., Winnipeg. 550 Beatty St., Vancouver.

**Imperial Varnish & Color Co.
LIMITED
TORONTO**



Carpet Tacks

Now is the time to sort up your stock of Tacks. We make all kinds.

M.R.M. Tacks are made from high-grade material. Heads are well made and uniform. Points sharp and clean cut.

**THE MONTREAL ROLLING MILLS CO.
MONTREAL**

and then let the whole practice drop. A postal card to the manufacturer will soon bring in another shipment, and those customers who threw away the first folder, or lost it, may keep the second.

Make it a rule of the establishment that no customer should leave the es-

tablishment unless he or she, as the case may be, is handed something pretty in the paint line to look at. The merchant should not keep on with the same material. He should alter the advertising matter every month. Let every merchant try the plan consistently, and he will be surprised at the results.

PAINT AND OIL MARKETS

MONTREAL.

April 8.—Heavy business is being done in paint, oil, and varnish lines. The mild weather has hastened the opening of the spring consumptive demand, and painting operations in some districts are now in full swing. The opening of navigation about the middle of the month will quicken shipment, and manufacturers and jobbers will then have more than they can manage even with overtime. Orders are well assorted, and show better bulk as painting becomes more general. Large consignments are awaiting the first boats, and some merchants relying on this method of shipments are anxious as to getting their supplies in time for the first rush.

There is another advance in linseed oil of 2c. It is not likely that the high price will check the consumption to any great extent, although it may make some consumers use liquid paint instead of mixing their own. There is an advance of 1c. in turpentine. Stocks are low, and the new stock is not yet in sight. Pure colors ground in oil, and graining colors have been advanced some 2 to 3c. a lb. Other lines are unchanged.

Turpentine.—Stocks are extremely light, and with the demand showing spring strength, the market is very firm. Quotations have been advanced 1c., and but for the new stock being close at hand holders would be charging more than we now quote, 83c. for single barrels.

Linseed Oil.—After the big jump last week, linseed oil has not been steadied and a further advance of 2c. is announced. Good trade is reported especially in small lots. Stocks are so light, and the demand so general that crushers and holders would at present rather sell one barrel than 100. With the scarcity of flaxseed no relief is in sight. Unfortunately linseed oil is so important a factor in the paint trade that the high price adversely affects all lines. We quote 92c. for raw and 95c. for boiled.

Ground White Lead.—Orders are assuming heavy proportions, and there is a very good tone to the market. Grinders would like to advance prices as they consider the market is too close but the absence of unanimity is at present preventing any decided action. We continue to quote \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Red Lead.—There is a fair call for red lead. Although March conditions would warrant an advance in prices the near arrival of fresh supplies is inclined to keep things down. We quote: Genuine red lead in casks, \$4.75; in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100-lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and smaller quantities \$5.75.

Paris Green.—Paris green, since the issuing of prices, has been moving out in

good bulk, and merchants are getting well stocked. The market is firm in tone, and prices are unchanged. We quote in 50 lb., 19½c per lb.; in 1 lb. packets (cartons), 100 lbs. in case, 21½c. per lb.; in 1 lb. tins, 100 lbs. in case, 22½c. per lb.

Colors in Oil.—In sympathy with the high prices for linseed oil and other materials, prices in pure colors ground in oil, graining colors, and what is known as paste goods have been advanced from 2 to 3c. per pound. The demand is good and the advance is not expected to check buying.

TORONTO.

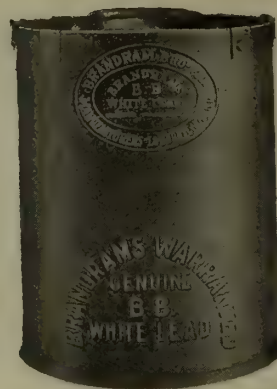
April 8.—Paint jobbers state that trading this week is just as good as it was a week ago—and that is placing the business at a high mark. Sales to date have been record breakers, and the goods bought cover all paint lines. Paint and varnish manufacturers are working at capacity, and factories using paint goods show activity also, some local concerns working their staffs into the night.

Linseed oil is still causing excitement and an advance is again noted this week. Putty, too, has gone up from 5 to 15 per cent. in price as a result of the high oil quotations. White lead it was rumored, was to go higher, but as yet no grinder has taken the leading step. Prepared paints, too, are expected to reach a higher level. These two latter lines are decidedly firm at last week's figures.

Great quantities of prepared paint lines and Paris green are moving, and summer goods like varnishes, enamels, cleaners, etc., when bulked are heavy also.

Linseed Oil.—Still another 2c advance is noted this week and the dollar mark is not so far away. Raw oil is now at 92c for single barrels and 95c is the lowest price asked for boiled oil. Sales of one or two barrel lots only are encouraged, and it is almost impossible for hardwaremen to obtain four barrels at present. Even the jobbers have their orders cut in two. Oil is very scarce, and seed is practically unknown just now. It is selling at \$2.35 a bushel in Chicago this week. There is a strong probability that another 2c advance will take place on oil in Toronto within a week. Already the majority of houses are quoting 94c for raw and 97c for boiled in lots up to four barrels.

Turpentine.—The local market is firm at unchanged prices. Quotations range from 83c to 84c, with the greater number of jobbing houses asking the latter figure. Stocks are moderate. Receipts



When a customer asks for the Best White Lead

if you wish him to have the one which for generations has been recognized as the world's standard, you will give him **BRANDRAM'S**

B.B. GENUINE WHITE LEAD

By so doing, you will have a pleased customer, who will come back and send others to you.

While ordinary white leads are ground only two or three times, the B.B. GENUINE is ground five times—twice through French buhr mill stones, and once under an edge runner; then, after adding the refined linseed oil, it is ground first between granite rollers and finally between chilled steel rollers.

This unusual care in grinding, added to the unique merits of corroding by the patent Brandram process, insures a White Lead unapproached for whiteness, fineness, body, covering power and durability.

Write us a post card, and receive prices and special White Lead pointers.

BRANDRAM-HENDERSON LIMITED

Montreal St. John Winnipeg Toronto

PAINTS FOR ALL PURPOSES

A Great Line For the Dealer

It's much less work for the dealer to push one line of paint than it is a half dozen different lines. When the question of quality on one kind of paint is established it carries the supposition in the customer's mind that other kinds of the same make are just as good. And this is especially so of

The Martin-Senour Paints

For instance, one use of the **Martin-Senour Paint—100 per cent Pure**, is a recommendation to try the **Senour Floor Paint**—and it, in turn, gives such satisfaction that it suggests the use of other paints of the same make. All this without a word from the dealer. You should confine your efforts to one manufacturer's goods—don't scatter your shot, you'll make more money, too. Get our dealer's proposition and don't waste your energy trying to popularize a dozen different brands of paint for as many purposes. You'll find 'em all in our line. Write today.

THE MARTIN-SENOUR CO., Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Limited.

Halifax, Nova Scotia



Don't Look for Trouble!

You, Mr. Hardwareman, have many little trade worries, we know, but you will never have any paint trouble with the

MOORAMEL

A Satisfactory Enamel at a Reasonable Price

MOORE LINE

MADE IN CANADA

MURESCO

The Best Wall Finish

SANIFLAT

A Dead Flat Finish. Smooth and Soft as Velvet.

TILELIKE

A Varnish and Stain Combined.

Made of pure Kauri Gum.

Contains No Rosin.

IMPERVO

High-Grade Varnishes

for Every Known Purpose.

Write for Color Card and Prices.

BENJAMIN MOORE & CO., Limited

New York

Cleveland

Chicago

West Toronto

at Savannah are coming forward now at the rate of about 700 casks a week against 1,000 a year ago. The season is late this year. The turpentine year of 1909-10 showed a decrease of some 70,000 barrels as compared with the previous season, but there was a quantity of old "turps" carried over, which offset any serious fluctuating of prices. These old "turps" amount at present to some 2,000 barrels. Local sales are fair, but light when considered with the way other paint goods are selling.

Putty—All grades of putty show advanced prices this week, following the lead of linseed oil. These advances are at least 5 per cent. higher than last week's figures. Standard putty in bulk (casks) is \$2.10 per hundred; in 100-lb. drums, \$2.35; bladders in barrels, \$2.60, and in 100-lb. cases, \$2.70; 25-lb. drums, \$2.45; 25-lb. tins (cases), \$2.50; 12½-lb. tins (cases), \$2.70. Pure putty is 35c higher than these figures and "special" putty 15c below.

Glass—Figuring on specifications and requirements and booking for importation give a busy tone to the glass situation at present. The market is fairly firm, and prices are unchanged. The discount is 30 per cent. with an extra 5 per cent. for quantities.

White Lead—Demand is very good and shipments are steady. The rumor of higher prices has not materialized into anything as yet. Evidently grinders are afraid of one another, and are waiting for some person to lead off. The range of \$5.75 to \$6.40 quoted last week holds good at present.

Red Lead—Fair business continues at prices ranging from \$4 to \$5 per hundred according to grade and quantity.

Paris Green—Shipments are running away with big lots of Paris green. Booking has eased off some, but there is plenty of trading passing to make new orders fairly large. Kegs are 18¼c; drums, 19¼c; and pound tins, 22¼c.

Seasonable Paints—Varnishes, enamels, veneers, stains, whitening, glue, and all the other spring and early summer paint lines are moving well. Prepared paints are particularly active, shipments both locally and to country points being very heavy. Ready mixed paints made another advance in the U.S. last week, and they seem to be ready for higher prices here. Floor paints are selling well.

Petroleum—Steady business continues with a slight tendency to easing off. Prices are unchanged.

TESTING OF LINSEED OIL.

Simple testing for linseed oil for purity was suggested as feasible by the food and dairy commissioner of South Dakota, in the course of a demonstration before the South Dakota Retail Hardware Association. There are three things used to adulterate linseed oil—kerosene oil, fish oil and rosin oil. The test is: Take a small alcohol lamp and a test tube and add about 1 in. of alcoholic caustic potash. Then hold the test tube over the flame for about two

minutes. Saponification takes place after distilled water is added and then if the oil is pure it will be clear; if adulterated with kerosene oil, it will take on a milky appearance. A hardware merchant present at the demonstration said that if a bottle of linseed oil held up to the sunlight has a purplish cast, it is adulterated. At night a bottle can be held to an electric light and if adulterated it will appear a dark green.

CUTTING PATTERNS IN THE TIN SHOP.

Continued From Page 46.

As each of the branch pipes consists of symmetrical halves when divided by the line G F of the plan half sections only need be constructed, all projections being measured from the dividing plane represented by G F in the plan and shown in elevation by J K L M N.

In Fig. 3 are shown the sections having for their bases the solid lines of the elevation, which are constructed in the following manner: Upon any horizontal line, as P Q, set off from P the lengths of the several solid lines of the elevation, as indicated by the small figures corresponding with those in J N M at P, which corresponds with all the points in K L of the elevation, erect a perpendicular, P H, upon which set off the heights of the points in K R L as 2' 2 3' 3, etc., shown by P 2 P 3, etc., at each of the points near A erect a perpendicular, which make equal in height to the length of line drawn from the point of corresponding number in G C H of the plan to the line G H. Thus make 2' 2, 3' 3, etc., equal to 2' a 3' b, etc., of the plan. From the points 2, 3, etc., draw solid lines to the points in H P, connecting points correspondingly connected by the solid lines of the elevation. The sections having for their bases the dotted lines of the elevation are shown in Fig. 4 and are constructed in exactly the same manner upon Y Z, set off from Y the lengths of the dotted lines of the elevation, numbering the points near Z to correspond with those in J N M of the elevation. The perpendiculars erected from these points are the same as those similarly located in Fig. 3, and the perpendicular X Y is a duplicate of H P of Fig. 3. From the points 2, 3, 4, etc., draw dotted lines to points in X Y connecting points correspondingly connected by dotted lines of the elevation.

To describe the pattern shown in Fig. 5 proceed as follows: Draw any line as J K in length equal to J K of elevation Fig. 2. With K of pattern as centre and K 2 of profile as radius, describe a small arc 6", which cut with one struck from J of pattern as centre, make 1' 2" of Fig. 4 as radius, thus establishing point 2 of pattern. With point 2 of pattern as centre and 2 2' of Fig. 3 as radius, describe another small arc (2) which intersect with one struck from J of pattern as centre and J 2' of elevation as radius thus establishing the point 2 of pattern. Proceed in this manner until the remaining points are located all as clearly indicated by the solid and dotted lines in Fig. 5 by drawing lines through the points thus obtained the half pattern shown by K Q L M N J is the result the other half can be obtained in a similar manner or by duplication.

W. J. REEVES.



It is evident that the world's acreage of Flax does not yield enough Linseed Oil to go round. Nor is there any great and immediate increase of area in sight.

We propose to meet the shortage in another way. Not by adulterating or "extending"—certainly not. All such doctored Linseed Oils are either very bad or risky. We have always opposed such mixtures and do so still.

But Linseed Oil is not absolutely essential for all good painting.

We have had "Flaxite" in view for a long time. The present high price of Linseed Oil gives us the opportunity for marketing it.

Flaxite is cheap, but though cheap it is a guaranteed Oil. We have not found any description of Paint in which it fails. Even for Pure Zinc White and White Lead we find it faultless.

It is warranted free from Mineral Oil. It mixes readily. Works freely. Dries nicely, and is as durable as Linseed.

We ask all our Agents to guarantee "Flaxite" as a Paint Oil.

Write the makers.



TELL HIM YES!



Just a word with the many agents for

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the many new agents who are handling the line this spring—remember the guarantee—have no hesitation when a customer asks you “Is this pure paint? Is this the best paint? Is this paint guaranteed?” Tell him “yes”—all of it. Guaranteed by A. Ramsay & Son Co., Montreal, Paint Makers to the Dominion of Canada for nearly seventy years.

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gives the user every satisfaction, and is a pleasure to handle. It covers more surface, lasts longer, and holds its color better than any other prepared paint. The margin of profit, moreover, is specially good. Write for our prices.

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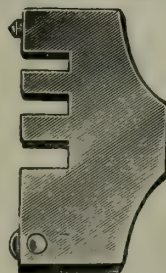


sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices? Our new list on this line is

\$3.50	3.75	4.00	4.50	5.00	5.50	6.00	per gross
6	7	8	9	10	11	12	inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

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Just the Tool for inexperienced Glass Cutters

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Try it yourself. It will convince you that no other floor finish is equal to

"ELASTICA" Floor Finish

Finish a strip of paper like a floor with two coats of "Elastica" Floor Finish. When dry, this "Elastica" will be found so flexible that you can bend it, crumple it, or roll it into a ball, and the paper will crease, but you will not find a single crack in the "Elastica," and it won't turn white if wetted. It is elastic and waterproof! Be sure and stock "ELASTICA" It's what YOUR customers want.



**It Bends
But Does
Not Crack!**

INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

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It Won't Rub Off

VISIT the finest hotels, the costliest homes, and you will find Alabastined walls. Alabastine is used in these palatial places, not because it is the most expensive wall decoration, but because it is the most artistic and effective. An Alabastined wall is a delight to the eye—so soft, velvety and beautiful. It will not rub off or fade. Alabastine is cement, and hardens with age. Its beauty is permanent. It is the most sanitary and inexpensive wall coating known. Alabastined walls are now the general vogue, in cottage and mansion alike. Wall Paper is out of fashion. The sales of Alabastine in Canada have doubled in two years.

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None Genuine without Little Church on Label

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To still further popularize Alabastine and again double its sales, we have organized a Decorative Department, and are prepared to offer FREE COLOR SCHEMES and FREE STENCILS to users of Alabastine. Write today for particulars. Our advice is free. Let us help you to beautify your home at a moderate cost.

Please send free particulars of your Color Scheme and Free Stencil offer to

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One of our striking new advertisements

which are appearing in the leading Canadian publications. This campaign will cost us \$10,000. No other Canadian maker of a wall coating is spending one-tenth that sum in consumer advertising. Other makers want you to purchase their wall coatings but are unwilling to help you sell them. Besides the immense amount we are spending in magazines and newspapers, we have other helps for dealers in the shape of beautiful and authoritative books on home decoration, show-cards, banners, and electros of retail advertisements. We will give you the kind of co-operation that will largely increase your sales of Alabastine. Just write us now for our co-operation sales plans for 1910.

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Famous Varnishes

LIQUID GRANITE

Most durable finish made

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Best hard oil finish on the market

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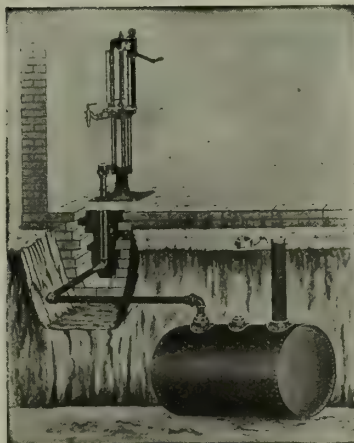
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CANADIAN MAKERS OF THE

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BOWSER

**Self-Measuring
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For Handling Kerosene and Gasoline

Emphasize one feature that is important above all others in the general store—

CLEANLINESS

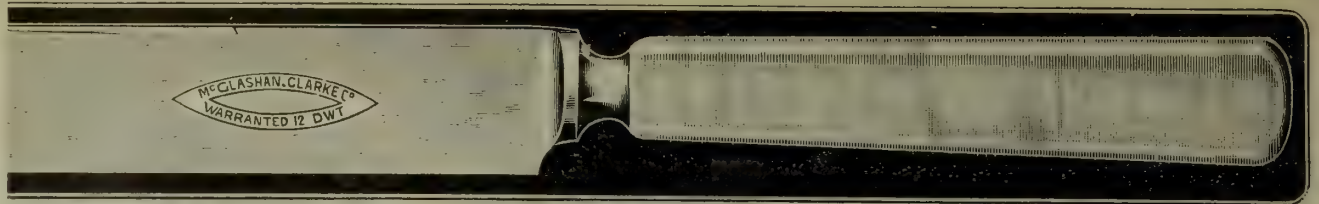
From the slopping and dripping of faucets and funnels, the porous boards of the floor near the oil supply be-

come soaked through and through, making the appearance unsightly and unclean. In any store, under the old method of handling oil, this condition exists—it cannot be avoided. The merchandise stored near such a place is easily contaminated. After drawing oil, the least odor from the hands or clothes is absorbed by the paper used to wrap up merchandise, which quickly becomes infected with the disagreeable and nauseous taste of oil.

The only system that will remove these objections is one that will hold the oil in a tank absolutely leak and evaporation proof, measure the oil accurately into the customer's can with neither spilling nor slopping, dispose of unclean measures and funnels, and one in which the flow of oil is instantly cut off the moment the desired amount is drawn. All of these features and more are found in the Bowser Adjustable Measure Oil Equipments. They will meet any conditions and requirements, being made in more than fifty different styles.

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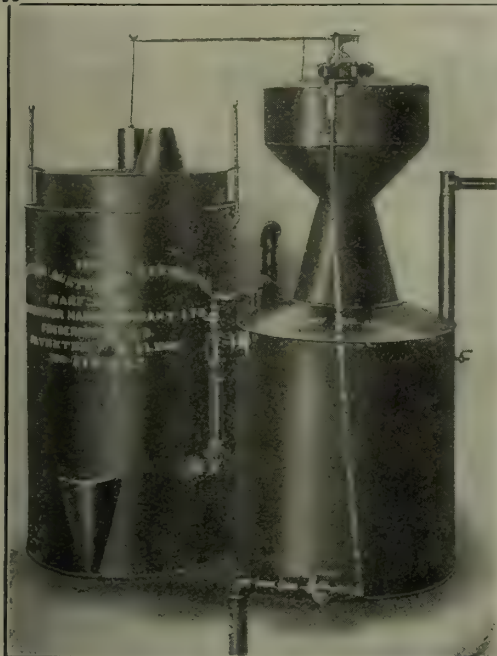
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The "Monitor" has been approved by the Canadian Board of Fire Underwriters for installation in any insured building in Canada.



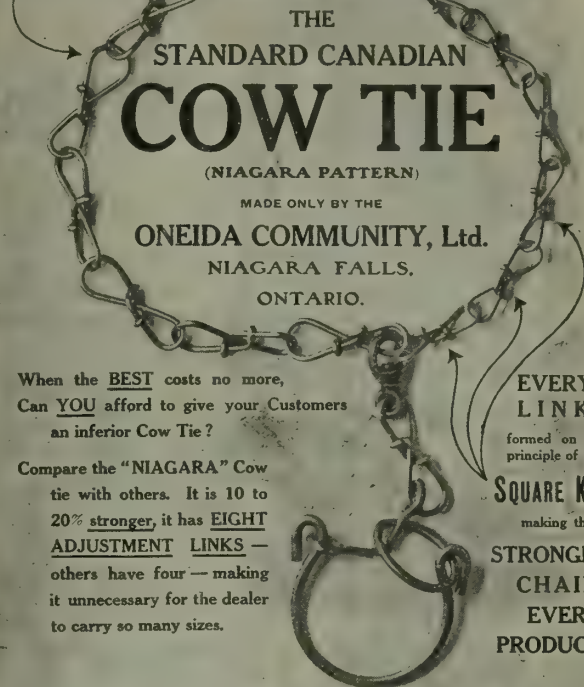
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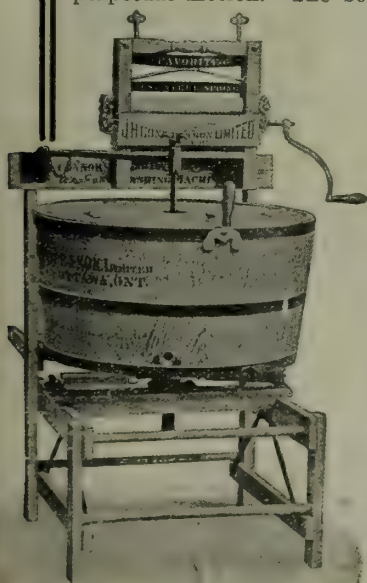
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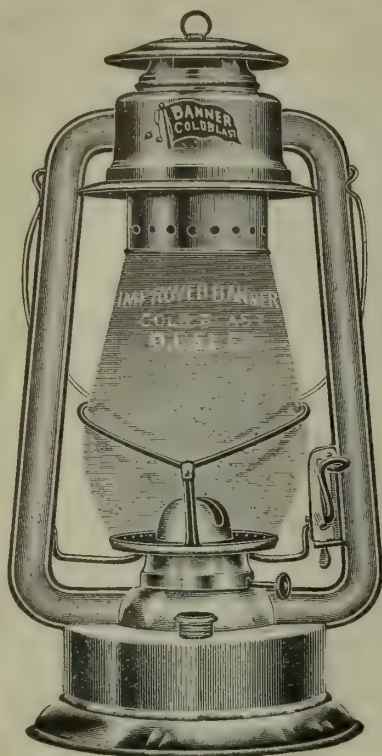
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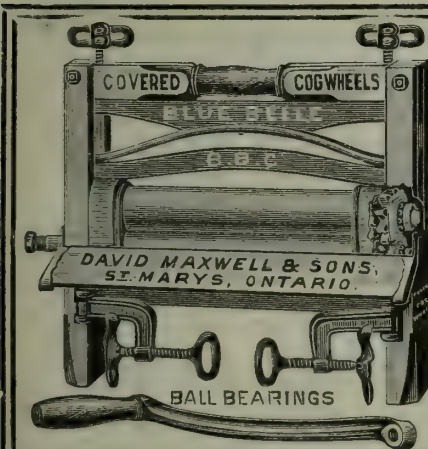


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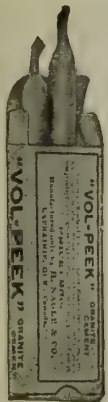
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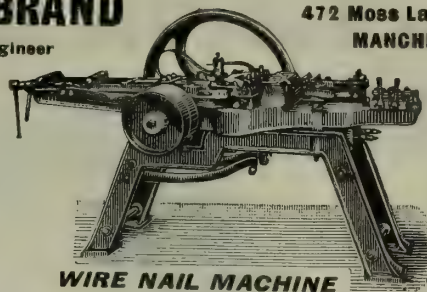
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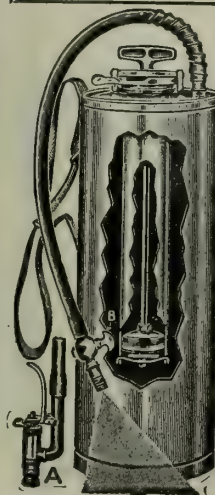
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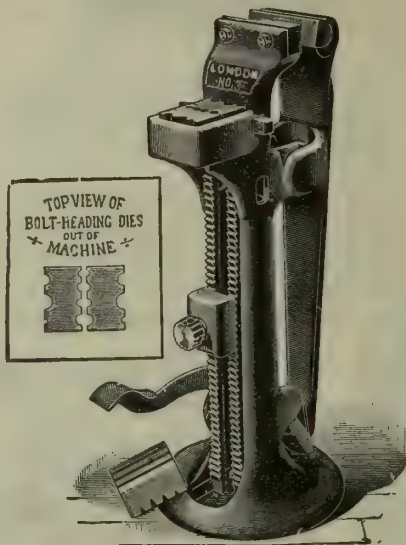
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By Wm. Neubecker

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with 100 pound pressure guaranteed with 12 nozzles open. Automatic and hand controlled. The Sparamotor has agitator clean-out pressure relief into tank, and nozzle protector, all under control of the driver, from seat. The Sparamotor is made for 1 or 2 horses. Fitted for Orchard, Vineyard and Grain Crops. Can be operated by hand. The Sparamotor saves enough money in time and labor to pay for itself in 1 year on 20 acres of potatoes. Don't be content with moderate results when you can increase per crop 3 or 4 times. Send for Free Treatise on Crop Diseases. Agents wanted. R. D. HEARD, 1384 King St., London.



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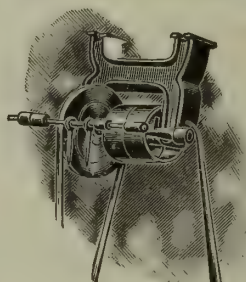
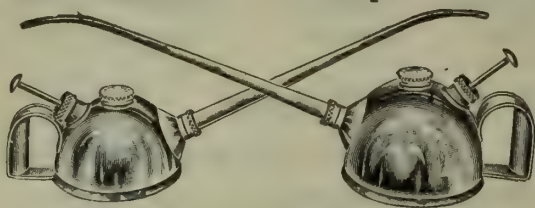
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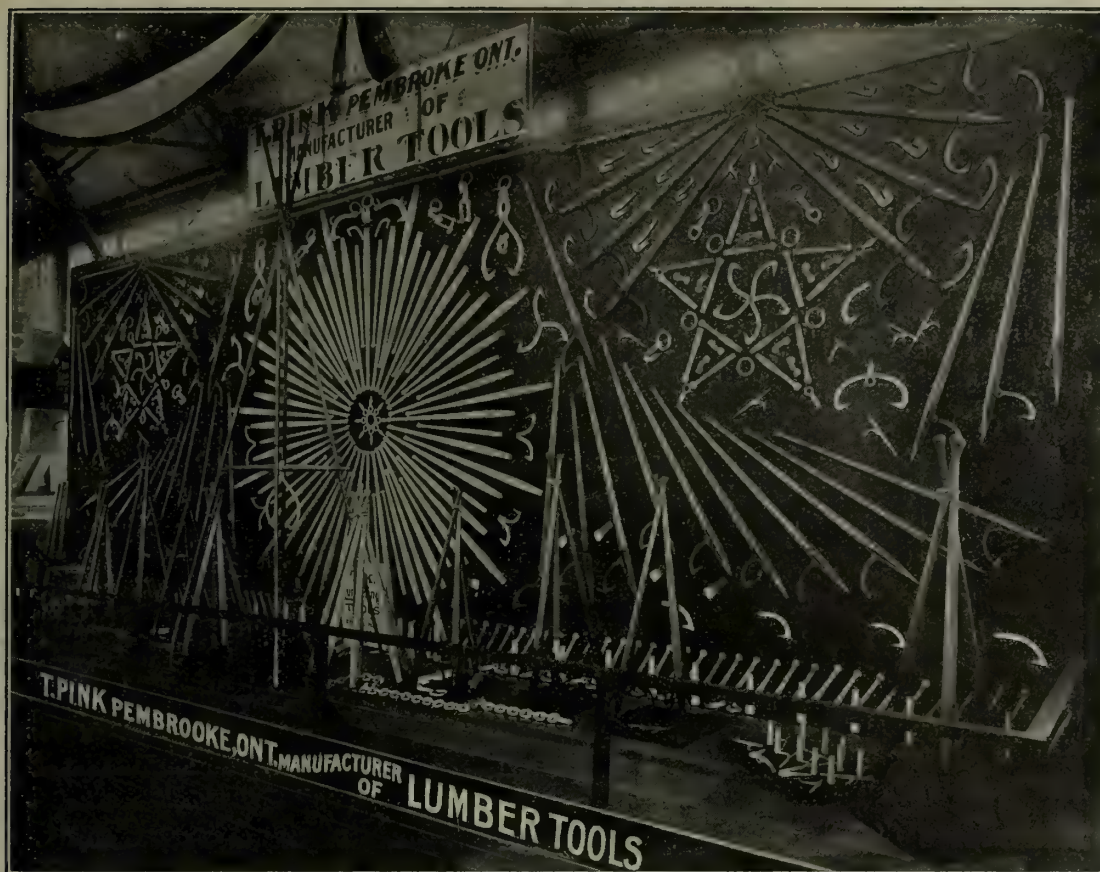
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It saves MONEY and gives COMFORT, at the same time BRINGING BUSINESS to the dealer.
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CURRENT MARKET QUOTATIONS.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS**ANTIMONY.**

Cookson's or Hallett's, per lb ... 0 08 0 08

RABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 5c. per lb.

James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika rabbit metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.
Lion Metal Co., Montreal.—Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifricion, 30c.; Special, 25c.; "A", 20c.; "B", 15c.; "C", 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

Montreal Toronto
Plates, $\frac{1}{2}$ to $\frac{1}{4}$ inch, per 100 lb. 2 20 2 20
Heads, per 100 lb. 2 45 2 45
Tank plates 3-16 inch 2 30 2 40
Tubes per 100 feet, $\frac{1}{2}$ inch 9 50 9 00
" 2 " 8 25 8 50
" 3 " 10 50 10 00
" 4 " 12 00 12 10
" 5 " 15 00 15 30
" 6 " 19 25 19 45

BRASS.

Spring sheets, up to 20 gauge 0 23
Rods, base $\frac{1}{2}$ to 1 inch, round 0 22
Tubing, seamless base, per lb. 0 26
Tubing, iron pipe size, 1 inch base. 0 24
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62 $\frac{1}{2}$ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62 $\frac{1}{2}$ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Wheeler & L.B.M. straightway and water gate valves, screwed and flanged, 62 $\frac{1}{2}$ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER Per 100 lb.
Casting ingot. 14 50 14 50
Cut lengths, round bars, $\frac{1}{2}$ to 2 in. 21 00
Plain sheets, 14 oz., 14x48", 14x60" 23 00
Plain, 16 oz., 14x48 and 14x60 22 00
Tinned copper sheet, base. 24 00
Planished base. 28 00
Braziers', in sheets, 6x4 23 00
COPPER AND BRASS WIRE
Brass, 60 p.c.; copper, 62 $\frac{1}{2}$ p.c.
IRON AND STEEL

Montreal Toronto.
Canadian foundry, No. 2 22 00
Middleboro, No. 3 pig iron 19 00 21 00
Summerlee, No. 2 21 00 23 50
Oarron, special 20 50
Oarron, soft 20 25
Cleveland, No. 1 19 75 21 75
Clarence, No. 3 19 50 21 50
Jarrow 21 75
Glengarnock 23 50
Radnor, charcoal iron 32 00 35 50
Deseronto charcoal iron 24 00 24 00
Ayresome, No. 3 20 00
Ferro Nickel pig iron (Soo) 25 00
Steel billets, Bessemer or open hearth, 27 50
F.o.b. Pittsburg.

Angles 2 60 2 60
Common bar, per 100 lb. 1 90 2 00
Forged iron 2 05 2 10
Refined " 2 15 2 25
Horseshoe iron 2 15 2 25
Mild steel 1 91 2 10
Sleigh shoe steel 1 90 2 10
Iron finish machinery steel (domestic) 1 95 2 10
Iron finish steel (foreign) 2 25 2 25
Reeled machinery steel 2 85 3 00
Sheet cast steel 2 00 2 10
Too calc steel 2 40 2 50
Mining cast steel 0 07 0 08
High speed 0 65 0 65
Capital tool steel 0 50
Cammell Laird 0 16
Black Diamond tool steel 0 08 0 08
Corona tool steel 0 08 0 08
Silver tool steel 0 12 0 12
COLD ROLLED SHAFTING
9-16 to 11-16 inch 0 06
1 to 1 7-16 0 05
1 7-16 to 3 0 05
Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

Montreal Toronto
10 gauge 2 30 2 50
12 " 2 30 2 55
14 " 2 30 2 35
17 " 2 30 2 45
18 " 2 20 2 45
20 " 2 30 2 45
22 " 2 25 2 55
24 " 2 25 2 55
26 " 2 35 2 85
28 " 2 40 2 80

CANADA PLATES
Ordinary, 52 sheets 2 40 2 60
All bright, 52 sheets 3 50 3 60
Galvanized—Apollo D. Crown Ordinary
18x24x52 4 45 4 45
60 4 70 4 70
20x28x80 8 90 8 90
" 9 40 9 40

GALVANIZED SHEETS (CORRUGATED)
23 gauge, per square 5 50
24 " 4 50
26 " 3 50
28 " 3 30

GALVANIZED SHEETS Colborne
B.W. Queen's Fleur-de-Lis Gordon Crown Gorbals Best
16-20 3 60 3 35 3 60
22-24 3 65 3 40 3 65
26 4 05 3 80 4 05
28 4 25 4 00 4 25
Less than case lots 25 cents extra.

Apollo brand— Montreal Toronto
24 gauge, American 3 60 3 35
26 " 3 85 3 40
28 " (26 English) 4 10 3 85
10 $\frac{1}{2}$ oz., equal to 28 English 4 35 4 15

IRON PIPE
Size (per 100 ft.) Black Galvanized
inch 2 03 2 86
" 2 25 3 08
" 2 63 3 48
" 3 28 4 43
" 4 70 6 35
1 $\frac{1}{2}$ " 6 41 8 66
1 $\frac{1}{4}$ " 7 70 10 40
2 " 10 26 13 86
2 $\frac{1}{2}$ " 16 39 22 14
3 " 21 52 29 47
3 $\frac{1}{2}$ " 27 03 36 38
4 " 33 78 44 58

IRON PIPE FITTINGS.
Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions 65.

SOIL PIPE AND FITTINGS
Medium and Extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS
30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS
Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.
Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Radiators—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 and 10 p.c.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices: Montreal Toronto
Heavy copper and wire, lb. 0 11 0 11
Light copper bottoms 0 10 0 10
Heavy red brass 0 10 0 10
" yellow brass 0 08 0 08
Light brass 0 08 0 08
Tea lead 0 02 0 02
Heavy lead 0 02 0 03
Scrap zinc 0 03 0 03
No. 1 wrought iron 12 00 11 00
Machinery cast scrap, No. 1 16 00 15 00
Scrap plate 12 50 13 00
Malleable 9 00 8 00
Miscellaneous steel 7 00 6 00
Old rubbers 0 09 0 09

LEAD.

Montreal Toronto
Domestic (Trail) pig, 100 lb 3 60 3 75
Imported pig, per 100 lb 3 75 3 85
Bar pig, per 100 lb 4 15 4 25
Sheets, 24 lb. sq. ft., by roll 5 01 5 00
Sheets, 3 to 6 lb. ft. 4 75 4 75
Cut sheets 3c. per lb. extra.
Cut sheets to size, 3c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 50c. per pound.
Traps and bends, 50 per cent.

SOLDER. Per lb.
Montreal Toronto
Bar, half-and-half, guaranteed 0 20 0 19
Wiping 0 18 0 17

SHEET ZINC.

5-owl. casks 6 75 6 75
Part casks 7 00 7 00

SPELTER.

Foreign, per 100 lb 6 00 6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
58 and 28-lb. ingots, 100 lb. \$35 50 35 00

Charcoal Plates—Bright
M.L.S. Famous (equal Bradley) Per box
I.O. 14 x 20 base 58 00
I.X. 14 x 20 6 50
I.XX, 14 x 20 base 7 50

Raven and Vulture Grades—
I.O. 14 x 20 base 5 00
I.X 6 00
I.X X 7 00
I.X X X 8 00

'Dummock Crown Best'—Double
I.O. 14 x 20 base, Tinsmed. Per box
I.X, 14 x 20 5 75
I.XX, 14 x 20 6 75
I.XX, 14 x 20 7 50

'Allaway's Best'—Standard Quality.
I.C. 14 x 20 base 4 25
I.X, 14 x 20 5 00
I.XX, 14 x 20 5 25

Bright Cokes.
Bessemer Steel—
I.O. 14 x 20 base 4 00
20x28, double box 8 00

Charcoal Plates—Terne.
Dean or J. G. Grade—
I.O. 20x28, 112 sheets 7 50
I.X, Terne Tin 9 00

Charcoal Tin Boiler Plates.
Cookley Grade—
X X, 14x56, 50 sheet box. }
" 14x60, " } 6 75
" 14x65, " }

Tinned Sheets.
72x30 up to 24 gauge, case lots 7 25 7 50
" 26 " 8 00

WIRE

ANNEALED HOT HAT BAILING WIRE.
No. 17, \$3.80; No. 11, \$3.91; No. 12 and 13, \$4; No. 13, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6" to 11", discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras
In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.85—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$9—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras not—tinned wire, No. 17-35, \$2—No. 26-31, \$4—No. 32-34, \$5. Coppered, 75c.—oil, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. banks, 35c.—in 4-lb. banks, 80c.—in 1-lb. banks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

Amatite ROOFING

Will End Your Roofing Troubles

IF YOU WILL WRITE TO-DAY for a free sample of "Amatite," the end of your roofing troubles is in sight. After you have submitted it to every test that you can think of, you will be prepared to order it not only

for your NEW buildings, but for your OLD roofs as well. You will find that it is cheaper to cover them with Amatite than to continue painting and repairing them.

We make a strong point of our "Free Sample" offer, because the smallest sample of Amatite speaks for itself. It is more convincing than yards of talk.

There are all kinds of ready-roofings on the market—so-called "rubber roofings," so-called "guarantee roofings," so-called "sand surface roofings."

The "rubber" roofings are no more made of rubber than a cow is made of saw-dust. The "guarantees" that are promiscuously handed out with many brands are hedged around with so many provisos that it will take three lawyers to dissect them and find out what they are all about. The "sand surface" has little or no protective value.

The point to remember is that all of these roofings have to be PAINTED every year or two to keep them tight. In other words, it is the PAINT that protects, and not the roofing.

You can lay Amatite on a roof and then forget all about your roofing troubles. NO PAINTING, NO COATING, NO WORRY. The man who puts Amatite on his buildings is insured against leaks and troubles for many years.

FREE SAMPLE.—Send for sample and booklet to-day. The sample tells its own story; the booklet is written for practical men.

Address our nearest office.



The Paterson Manufacturing Company, Ltd.,

Toronto
Winnipeg

Montreal
Vancouver

HAY WIRE IN COILS.

\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, \$2.75; 6, 7, 8, \$2.70; 9, \$2.25; 10, \$2.75; 11, 2.80; 12, \$3.40; 13, \$2.50; 14, \$3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off. Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 5c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in oaks or oases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ¼-lb. hanks 75c., in ½-lb. hanks \$1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb, 250 2 55
Galvanized, plain twist, 280 2 85
F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, \$2.65 for small lots and \$2.55 for car lots.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, ½, \$5; inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized, 2 85
Plain, 2 60

PAINTS, OILS AND GLASS

BRUSHES

Paint and household, 75 per cent.

BEESEWAX

Per lb., 0 40

CHEMICALS.

In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 05
" flaked 0 05½
Green copperas (green vitrol) 0 01
Sugar of lead 0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure, 0 09
Chrome yellow 0 18
Golden ochre 0 11
French 0 09
Chrome green 0 11
French permanent green 0 15
Stenwriters' black 0 17
Marine black, 25 lb. tins 0 05

GLUM.

French medal, 0 10
German common sheet, 0 10
German prima, 0 15
White pigsoot, 0 15
Brantford medal, 0 10
" brown sheet, 0 10
" gelatine, 0 13
" white gelatine, 0 20
" white glue, 0 12
100-lb. cask, 0 10

PARIS GREEN.

Drums, 50 and 100 lbs., 0 19½
Packets, 1-lb., 100 in case, 0 21½
" 1-lb., 0 23½
Tins, 1-lb., 100 in case, 0 22½

PARIS WHITE.

In bbls, 1 00

PIGMENTS.

Orange Mineral, casks, 0 09
100-lb. kegs, 0 09

PREPARED PAINTS.

Barn (in bbls), 1 gal. ins., 0 70
5 gal. tins, 0 65
Sherwin-Williams paints, qt. tins, 1 70
Canada Paint Co.'s pure, qt. tins, 1 67
Globe house paint (Windsor), 1 25
"New Era" house paint (Windsor), 1 35
Beup. Moore Co.'s "Ark" Bd, 1 25
Moore's pure linseed oil, H.O., 1 35
Brandram-Henderson's "English", 1 60
qt. tins, 1 60
Ramsay's paint, Pure, per gal., 1 40
"Thistle", 1 10
Martin-Senour 100 p.c. pure, 1 70
Senour's Floor Paints, 1 45
Jamieson's "Crown and Anchor", 1 40
Jamieson's floor enamel, 1 75
Island City pure paints, 1 40
Sanderson Peary's, pure, 1 30
Robertson's pure paints, 1 35
PLASTER OF PARIS
Per barrel, 2 30

PINE TAR

Half-pint tins, per dozen, 0 60

PUTTY.

Standard.
Bulk in casks, 2 10
" 100-lb. drums, 2 35
Bladders in bbls, 2 60

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt, 4 75
Genuine, 100 lb. kegs, 5 25
No. 1, casks, per 100 lbs., 4 25
No. 1, kegs, per 100 lbs., 4 75

SHINGLE STAINS.

In 5-gallon buckets, 0 75

TURPENTINE AND OIL.

Montreal Toronto
Prime white petroleum per gal, 0 13½
Water white, 0 15½
Pratt's astral, 0 17½
Castor oil, per lb., 0 08
Motor Gasoline, single bbls., 0 16½
Benzine, per gal, 0 15½
Turpentine, single barrels, 0 83
Linseed Oil, raw, 0 92
" boiled, 0 95

VARNISHES.

Per gal. cans.
Carriage, No. 1, 1 50
Pale durable body, 3 50
" hard rubbing, 3 00
Finest elastic gear, 3 00
Elastic Oak, 1 50
Furniture, polishing, 3 00
Furniture, extra, 1 15
" No. 1, 0 90
" nonion, 0 85
Light oil finish, 1 30
Gold size japan, 2 00
Turps brown japan, 1 50
No. 1 brown japan, 1 00
Baking black japan, 1 35
No. 1 black japan, 0 90
Benzine black japan, 0 70
Crystal Damar, 2 50
No. 1, 2 25
Pure asphaltum, 1 40
Oilcloth, 1 50
Lightning dryer, 0 75
Elastilite varnish, 2 00
Granitine floor varnish, 2 50
Maple Leaf coach enamels, 1 20
"Sherwin-Williams' kapal varnish, 2 50
Canada Paint Co.'s sun varnish, 2 00
"Kyanize" Interior Finish, 1 40
"Blint-Lac" coach, 1 80
F.H. Co.'s "Gold Medal," in cases, 2 50
Jamieson's Copalene, 3 50
Flatline floor finish, 3 00
Elastica exterior finish, 4 25

Island City Dreadnought Finish, 2 50
C.O. Co's. Permatite, interior, 2 00
" Hercule, exterior, 2 70
" Reflex, floor, 2 25
" Japanite Dryer, 1 25
Stovepipe varnish, ½ pints, per gross, 8 00
Beeswax, per lb., 40 cents.
Fine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., \$2.30.
Pure white shellac varnish, in barrels, 1 75
Pure orange, 1 70
No. 1 orange, 1 25

WINDOW GLASS

Size United Star Double
Inches. Diamond
Under 26, \$4 25 \$ 8 25
26 to 40, 4 65 6 75
41 to 50, 5 10 7 50
51 to 60, 5 35 8 50
61 to 70, 5 75 9 75
71 to 80, 6 25 11 00
81 to 85, 7 00 12 50
86 to 90, 6 25 15 00
91 to 95, 7 00 17 50
96 to 100, 20 50
Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto
Munro's Select Flake White, 6 25 6 40
Elephant Genuine, 6 25 6 40
Lily Pure, 5 75 5 90
Tiger Pure, 5 55 5 70
Monarch (Windsor), 6 50
Essex Genuine (Windsor), 5 50
Brandram's B. B. Genuine, 6 85
"Anchor", pure, 5 60
Ramsay's Pure Lead, 5 50
Ramsay's Exterior, 5 25
"Crown and Anchor", pure, 5 75
Island City pure lead, 5 75
Sterling C.P., 5 75
Decorators, 5 25
Sanderson Peary's, 5 75
Robertson's C.P. lead, 5 50
Decorators' Pure, 5 75
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M., 0 07½

WHITE ZINC IN OIL)

Pure, in 25-lb. tins, 0 08½
No. 1, 0 07
No. 2, 0 05½

WHITING.

Plain, in bbls, 0 70
Gilders bolted in barrels, 1 00

HARDWARE

ADZES.

Carpenters', per doz., 12 50 14 00
Plainship, 18 00 22 00

AXES AND HATCHETS

Single bit, per doz., 6 00 9 00
Double bit, 10 00 12 00
Bench Axes, 6 75 10 00
Broad Axes, 22 75 25 00
Hunters' Axes, 5 00 6 00
Boys' Axes, 5 75 6 50
Lathing hatchets, 4 70 10 10
Shingle, 1 45 6 75
Claw, 1 70 5 00
Barrell, 5 50 6 85

ANVILS

Taylor-Forbes, prospectors, 0 05½
Buckworth, per lb, 0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 20 per cent, 30 days; net extras as follows subject to cash discount only: Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1.20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits, 30 and 10
Irwin's auger, 47½
Gilmour's auger, 60
Rockford auger, 50 and 10
Gilmour's car, 47½
Clark's expansive, 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

doz. pairs.
stearns wood track, 4 50 6 00
Zenith, 9 00
Atlas, steel covered, 5 00 6 00
Perfect, 8 00 11 00
New Milo, flexible, 6 50
Double strap hangers, doz. sets, 6 40
Standard jointed hangers, 6 50
Steel King hangers, 6 25
Form King and safety hangers, 6 50
" rail, 4 25
Crown, 4 85
Crescent, 6 50
Sovereign, 7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen, 2 25
Defiance, dozen, 2 75
Gem dozen, 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c. up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent.
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent
" " ½ and smaller, 70
" " 7-16 and up, 75
" " Norway Iron (\$3 list), 60
Machine Bolts, ½ and less, 60, 10 and 10
Machine Bolts, 7-16 and up, 60
Plough Bolts, 55, 5 and 10
Blank Bolts, 60
Bolt Ends, 60
Sleigh Shoe Bolts, ½ and less, 60 and 10
" " 7-16 and larger, 55 and 5
Coach Screws, new list, 75
Nuts, square, all sizes, 40c. per lb. off
Nuts, hexagon, all sizes, 40c. per lb. off.
Stove Bolts, per lb., 54 to 6c.
Stove Bolts, 80

**SIMONDS No. 8 1/2**

This Saw is of the general style and shape which carpenters have been accustomed to using for years past. Has a carved apple handle with highly polished sides and edges, making a very pretty Saw. Holds its cutting edge and saws true. Its high quality and even temper are due to the fact that it is **Made of Simonds Steel**. Covered by the broadest Simonds warranty.

SIMONDS HAND SAWS

are good sellers. Dealers should send for Catalogue and discounts.

SIMONDS MANUFACTURING CO.

Fitchburg, Mass.

Branches Throughout the United States

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll.....	0 70
O. K. paper, No. 1, per roll.....	0 75
O. K. paper, No. 2, per roll.....	0 70
Plain Fibre, No. 1, per 400 ft. roll....	0 45
Plain Fibre, No. 2, " " " " " "	0 27
Tarred Fibre, No. 1, per 400 ft. roll....	0 55
Tarred Fibre, No. 2, " " " " " "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs., per roll.....	0 45
Asbestos building paper, per 100 lbs..	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet felt, per 100 lbs.....	2 50
Tarred wool roofing felt, per 100 lb..	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.....	0 65
Heavy Fibre, 32' & 60', per 100 lbs....	3 00
2 Ply Ready Roofing, per square.....	0 70
3 " " " " " " " " " " " "	95
2 Ply complete, per roll.....	1 15
3 " " " " " " " " " " " "	1 35
Liquid Roofing Cement, brls., per gal	0 20
Crude Coal Tar, per barrel.....	3 50
Refined Coal Tar, tins, per doz.....	1 25
Refined Coal Tar, per barrel.....	4 50
Shingle varnish, per barrel.....	4 50
Caps, per lb.....	0 06
Nails, per lb.....	0 05
Mop cotton, per lb.....	0 15

BINDER TWINE.

500 feet, steel.....	0 07 1/2
500 " standard.....	0 07 1/2
550 " " manilla.....	0 07 1/2
600 " " " " " " " " " " " "	0 08 1/2
650 " " " " " " " " " " " "	0 09

Car lots, 10c. less; 5-ton lots, 10c. less
Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c.	
Wrought Brass, 45 p.c. off revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin, 70 per cent.	
Crescent brands, 70 per cent.	

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 50	1 65
White Bros. English.....	2 00	2 05
" Lafarge " cement in wood.....	3 40	
Fire brick, Scotch, per 1,000.....	23 00	8 00
" " English.....	17 00	21 00
" " American, low.....	23 00	25 00
" " " high.....	27 50	35 00
Fire clay (Scotch), net ton.....	5 0	

CHALK AND PENCILS

Carpenters Colored, per gross.....	0 65	0 80
" lead pencils, per grs.....	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz.....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN

Proof coil, per 100 lb., 1/4 in., \$6.00; 5-16 in., \$4.85; 3/8 in., \$4.25; 7-16 in., \$4.00; 1/2 in., \$3.75; 9-16 in., \$3.70; 5/8 in., \$3.65; 3/4 in., \$3.60; 7/8 in., \$3.45; 1 in., \$3.40.	
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Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent; f.o.b. Ottawa, Kingston and Montreal, 47 1/2 per cent.	
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CLAMPS

Malleable swivel head, 4 in.....	2 50
" adjustable, 4 in.....	7 60
Carpenters, 3 feet.....	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lengths.....	3 00
3 " " " " " " " " " " " "	3 65
4 " " " " " " " " " " " "	4 80
5 " " " " " " " " " " " "	6 60
" " " " " " " " " " " "	8 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.	
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Copper tea and coffee pots, 45 p.c.
Copper pitta, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand).....	1 80
Double sets, each.....	3 25
Unbreakable rail, 110 feet.....	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.....	5 25
Folding handles, 8 inch, doz.....	1 8

DRILLS.

Bit stock drills, 2-32 in., doz.....	0 67
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ESOUTOCHONS.

Canadian, 45 and 10 per cent.

ESOUTOCHON PINE.

Steel, discount 50 per cent.	
Brass, 55 per cent.	

SAVETROUGHS.

8 inch, in 10 foot lengths.....	2 75
10 " " " " " " " " " " " "	3 00
12 " " " " " " " " " " " "	3 50
15 " " " " " " " " " " " "	5 00

Add extra 10c. per 100 on O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12 1/2 p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

Diaston's.....	70 and 10
Great Western, American.....	70 and 10
Kearney & Foot, Arcade.....	70 and 10
J. Barton Smith, Eagle.....	70 and 10
McClellan, Globe.....	70 and 10
Black Diamond.....	60 and 10
Nicholson.....	62 1/2
Jowett's (English list).....	27 1/2

FORGES

Blacksmiths portable, 135 lbs..... 9 85

GALVANIZED WARE

Duffin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz.....	0 35
Ladies claw, handled, doz.....	0 60
Adze eye nail hammer, 10oz, doz.....	1 25
" " hickory handle, 1 lb., doz.....	6 25
" " straight claw, 1 lb., doz.....	7 00
Farmers hammers, 10 oz., doz.....	5 60
Tinners setting, 1 lb., doz.....	4 50
Machinists, 1 lb., doz.....	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, 1/4 inch.....per gross.....	9 40
" " " " " " " " " " " "	10 00
" " " " " " " " " " " "	12 00
Leather, 1-inch.....per doz.....	4 00
Leather, 1 1/2 ".....per doz.....	5 20
Web.....per doz.....	2 45

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net..	7 25
" " " " " " " " " " " "	7 00
" " " " " " " " " " " "	6 75
" " " " " " " " " " " "	6 50
" " " " " " " " " " " "	6 25
Light T and strap, discount 65 p.c.	
Sorew hook and hinge.....	4 50
under 12 in.....per 100 lb.....	3 50
over 12 in.....per 100 lb.....	4 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

HINGES (SPRING)

Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$34.40; No. 50, \$17.58; No. 51, \$7.76; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.56; No. 2275, \$21.85; No. 1192, \$19.55.	
Chicago hold back screen door, iron, gr. \$12.	
Chicago spring hinges, 15 p.c.	
Triple spring hinges, 40 p.c.	
Chicago surface floor (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

HOOKS

Wrought iron hooks and staples—	
1/2 x 5.....per gross.....	2 25
5-16 x 5.....per gross.....	3 40
Bright wire screw eyes and hooks, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes 60 and 20 p.c.	
Crescent hat and coat wire, 60 per cent.	

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, \$2.80 per box base No. 9 and larger Capewell brand, quotations on application.

HORSESHOES.

M.R.M. & 'Bell' brands iron, light & medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern, No. 1 and smaller, \$4.00, No. 2 and larger, \$3.75; "X.L." new light steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$3.50; Special counterweights steel, No. 0 to 4, \$3.50; toe-weight, all sizes, \$6.00. F.o.b. Montreal and Belleville. Extras for packing.

Tocalski Standard, J.P. & Co. "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4c. per lb.

HOSE

Competition grade lawn hose, 70, 10 and 5.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES

Hay knives, net list.

Claus, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz.....	0 40	0 75
Mincing knives, per doz.....	0 50	0 90
Potato mashers, wire, per doz.....	0 60	0 70
wood " " " " " "	0 50	0 60
Vegetable slicers, per doz.....		2 25
Universal meat chopper, No. 1.....		1 15
Enterprise chopper, each.....		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star A1 chopper 5 to 32.....	1 35	4 10
" " " " " " " " " " " "	1 00	2 00
Kitchen hooks, bright.....		0 60

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast.....per doz.	6 75
Lift Tubular and Hinge Plain " " " "	5 00
Japanning, 50c. per dozen extra.	
Prism globes, per dozen, \$1.20	
Lamp wick, 50 per cent.	

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10 1/2 in. wheel, 4 knives, 12 in., \$8.50; 10 1/2 in. wheel, 4 knives, 12 in., ball bearing, \$10.00. 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in., \$2.75; do., 4 knives, \$2.85; 9 in. wheel, 3 knives, 12 in. axes, \$3.50; do., 4 knives, \$3.50; 10 1/2 in. wheel, 4 knives, 12 in. sizes, \$4; ball bearing, \$4.50.

LOCKS AND KEYS.

Canadian 45 and 10 per cent.		
LUMBERMEN'S SUPPLIES		
Cant hooks, dozen, from.....	12 00	
Axes, dozen, from.....	6 50	
Axe handles, dozen, from.....	1 15	
Cross cut saws, per foot.....	0 25	0 43
Axe wedges, dozen.....	0 25	0 25
Ball and heel calks.....	4 00	4 25

MAHETS.

Tinsmiths', 2 1/2 x 5 1/2 in., per doz.....	1 25
Carpenters' round hickory, 6 in., per doz.....	1 95
Lignum Vitae, round, 5 inch, per doz.....	3 40
Caulking, No. 8, oak, per doz.....	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste.....	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, \$5 dozen	
Picks, 6 to 7 lb., 4.65 doz.	
Pick handles, 1.85 dozen.	
Prospectors' hammers, 1 1/2 cents per lb	
Drilling hammers, 6 cents per lb.	
Crowbars, 25 cents per lb.	

MOPS AND IRONING BOARDS.

Mops, per doz.....	1 30	1 50
Folding ironing boards.....	16 35	18 00

NAILS

1-1 1/2 inch.....	Wire	3 35
1 1/2 inch.....		3 05
1 3/4 inch.....		2 75
2-2 1/2 inch.....		2 65
2-3 1/2 inch.....		2 50
3-3 1/2 inch.....		2 45
3-4 inch.....		2 1
4, 5, 5 1/2, 6 inch (base).....		2 1
Cut nails—Montreal, \$2.40; Toronto, \$2.60.		
Miscellaneous wire nails, 75 per cent.		
Coopers' nails, 33 1/2 per cent.		
Pressed spikes, 1/2 diameter, per 100 lbs..	2 85	

PAVING.

Plumbers.....per 100 lb.....	4 50
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OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gal- ion, per dozen.....	10 00
Davidson oilers, 40 per cent.	
Zinc and tin, 50 per cent.	
Coppered oilers, 50 per cent. off.	
Brass oilers, 50 per cent.	
Malleable, 25 per cent.	

PLATED GOODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 48 1/2%
"Singles" and "Alaska" Nevada silver
flatware, 43 p.c.

ELECTRIC HEATER and SAD IRON COMBINED

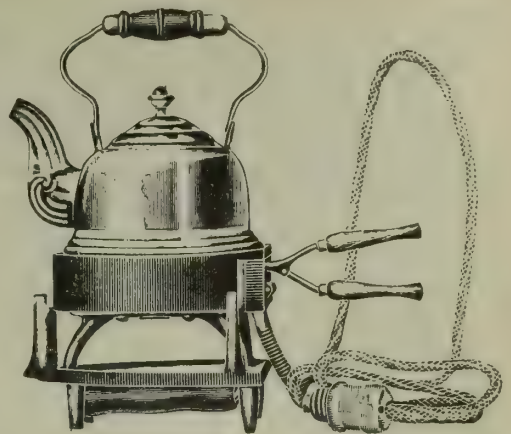
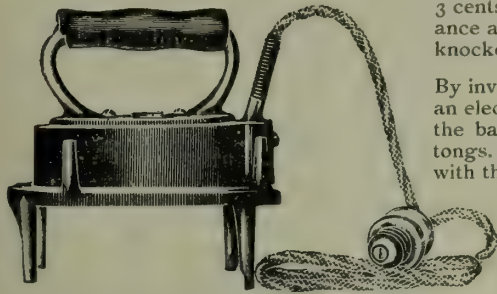
The B & M

Combination Electric Sad Iron is the simplest and most practical Electric Iron on the market. This iron is always hot; the handle always cool; power costs only 3 cents an hour; it is attractive in appearance and has no protruding parts to get knocked off.

By inverting the stand face up you have an electric heater, and there is a hole in the back of the iron for heating curling tongs. The B & M is the only Electric Iron with these extra features.

Write for Price List.

The Dominion Electric Co.,
417 Sparks St. Limited
Ottawa, - Ontario



FIXED WARE.
Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
4, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Oal hods, 45 per cent.
Boiler and tea kettle pitta, 40 p.c.

FLAMES.
Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.
Button's genuine, 37½ to 40 per cent.
PUMPS.
Berg's wing pump, 75 per cent.

SAWERS. per doz.
Boker's 7 50 11 00
" King Cutter 15 00
Henckel's 7 50 20 00
Claus automatic safety 27 00
Claus perfect stopper 16 00
Gillette Safety, each 3 75
Claus Razors and Strops, 50 per cent
Ever Ready Safety 9 90

ROPE AND TWINE.
Sisal rope 0 09
Pure Manila rope 0 10½
"British" Manila 0 09½
Cotton, 3-16 inch and larger 0 16
Russia Deep Sea 0 09
Jute 0 08
Lath Yarn, single 0 08½
" double 0 09½
Sisal bed cord, 48 feet, per doz. 0 65
" 60 feet, 0 80
" 72 feet, 0 95
Cotton clothes line, 27½ off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine 0 30
" 4-ply twine 0 35
Mattress twine per lb. 0 37
Staging 0 35

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and
12½ per cent.
Copper Burs only, 22½ p.c.
Extras on Coppered Rivets, ½-lb. packages
1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.
Canadian, 35 to 37½ per cent.

RULES.
Boxwood, No. 69, 2 foot, doz. 1 15
Vory, No. 1282, 2 foot, each. 3 50

SAD IRONS.
Mrs. Potts, No. 55, polished, per set 0 75
" No. 50, nickel-plated, 0 80
" handles, japanned, per gross 8 40
Common, plain 4 25
" plated 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.
Sand and emery paper, 35 per cent

SASH WEIGHTS.
al, 1 lb. each, per 100 lb. 2 20
8 to 30 lbs. 1 0

SASH CORD.
No. 8, per lb. 0 34½

SAW.
Atkins Hand and Crosscut, 25 per cent.
Diston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.
Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS Doz
Common doors, 2 or 3 panel, walnut
stained, 4-in. style 7 80
Common doors or 3 panel, grained
only, 4-in. style 8 10
Beaver window screens, 14x18, open 28½
inches 1 60
Perfection window screens, 14x15, open
22½ inches 1 80
Model window screens, 14x22, open 36½
inches 2 25

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial
Standard, 35; Weigh Beams, 35; Champion
Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelleu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHES.
Canadian, 40 per cent.

SCREWS Percent
Wood, F.H., bright and steel 85 and 10
" R.H., bright 80 and 10
" F.H., brass 75 and 10
" R.H., brass 70 and 10
" F.H., bronze 70 and 10
" R.H., bronze 65 and 10
Drive screws 85 and 10
Set, case hardened 60
Square cap 60 and 05
Hexagon cap 45
Bench, wood, per doz. \$5 00
" iron, per doz. 4 25

SCREWS (MACHINE)
Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.
Sargent's per doz. 0 65 1 00
North Bros., No. 30 16 80

SCISSORS AND SHEARS
Claus, nickel scissors and shears, 60; Japan
65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS
No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.
Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, \$3 00, \$3.50.
Micom and Rex sticks, \$4.00, \$6.00.
Fucks net, \$1.50.

SHOVELS AND SPADES.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;
No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.
Diston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. \$2 85

SNAPS.
Harness, 35 per cent

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.
Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks 8 00

STAPLES
Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 6 75
Blind, per lb. 12
Copper's staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.
Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS
Lithographed, 60 and 10

STOVEPIPES.
5 and 6 inch, per 100 lengths 7 00
7 inch 7 50
Nestable, 45 per cent.

STOVEPIPE ELBOWS
5 and 6-inch, common per doz. 1 22
7-inch 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.
No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHES.
Washita per lb. 0 25 0 37
Hindostan 0 08 0 10
" slip 0 18 0 30
" Axe 0 10
Deer Creek 0 10
Derrick 0 25
" Axe 0 15
Lily white 0 42
Arkansas 1 50
Water-of-Ayr 0 10
Scythe per gross 3 50 5 00
Grind, 40 to 200 lb., per ton. 22 00
under 40 lb., 24 00
200 lb. and over 28 00

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned,
85; (in kegs) 4c. out tacks, blued, in dozens
only, 80 and 10; ¼ weights, 60; Swedes cut
tacks, blued and tinned, bulk, 85 and 5, in
dozens, 75 and 10; Swedes, upholsterers',
bulk, 90; brush, blued and tinned, bulk, 70
and 10; Swedes, gimps, blued, tinned and jap-
anned, 82½; zinc tacks, 35; leather carpet
tacks, 35; copper tacks, 45; copper nails, 50;
trunk nails, black, 65 and 10; trunk nails, tin-
ned and blued, 65 and 10; clout nails, blued
and tinned, 65 and 10; chair nails, 35 and 10;
patent brads, 40 and 10; fine finishing, 40 and
10; lining tacks, in papers, net; lining tacks,
in bulk, 15; lining tacks, solid heads, in bulk,
75; saddle nails, in papers, 10; saddle nails,
in bulk, 15; tufting buttons, 22 line in dozens
only, 60; zinc glaziers' points, 5; double
pointed tacks, papers, 90 and 10; double
pointed tacks, bulk, 55; clinch poi shoe
rivets, 45 and 10; cheese box tacks,
trunk tacks, 80 and 20; strawberry box tacks,
80 and 10.

TAPE LINES.
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each. 0 94
" steel, No. 264, 66 ft., each 3 00
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
" Metallic, No. 1821 1 95
" Steel, No. 1840, 50 feet 4 20

TOWELS.
Diston's, 10 per cent.

THERMOMETERS.
Tin case and dairy, 75 to 75 and 10 p.c. cent

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS' TRIMMING.
Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)
Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE) Doz
Out O' Sight Mouse Traps 0 60
" Rat Traps 1 20
Easy Set Mouse 0 45
" Rat 0 95
Blizzard Mouse Traps 0 45
" Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VICES
Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs. 3 55
Saw vise 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES.
New Ontario 41 25
Round, re-acting per doz. 73 75
Square 48 75
Downs 48 75
Ideal Power 185 00
Daisy 67 50
Stephenson 74 00
Puritan Motor 165 00
Connor, mproved 48 75
Ottawa 51 25
Connor Ball Bearing 108 75
Connor Gearless Motor Washer 172 50
20 per cent.

WIREWORKS.
Royal Canadian, 11 in., doz. 42 25
Improved Royal Canadian, 11 in. 44 75
Eze, 10 in., per doz 43 25
Bicycle, 11 inch 54 25
Trojan, 12 inch 97 50
Challenge, 3 year, 11 in. 45 75
Ottawa, 3 year, 11 in. 52 00
Favorite, 5 year, 1 in. 53 00
20 per cent.

WHEELBARROWS
Navy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES
Tubular steel whiffletrees, 28 in. 0 70
" " 34 in. 1 00
" " 36 in. 1 25
" " neckyokes, 36 in. 1 05
" " doubletrees, 40 in. 0 85
" " lumbermen's, 44 in. 1 15

WOOD HANDLES
Second growth ash fork, hoe, rake and
shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel
handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel
handles, 50 p.c.
White ash whiffletrees and neckyokes,
All other ash goods, 40 p.c.
All hickory, maple and oak goods, except in
carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express
whiffletrees, 45 p.c.

WRENCHES
Agricultural, 87½ p.c.

WROUGHT IRON WASHERS.
Canadian, 50 per cent.

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Metal Shingles, Sidings, Etc.

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Maple City Mfg. Co., Monmouth, Ill.

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Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.

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Razor H nes

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Hamilton Stamp and Stencil Works, Hamilton

Rules and Gauges

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Howarth, James, & Sons, Ltd., Sheffield, Eng.
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Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Stamped Metal Plates

Hamilton Stamp and Stencil Works, Hamilton

Steel—Cold Rolled Strip.

Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

Steel Stamps

Hamilton Stamp and Stencil Works, Hamilton

Stencils

Hamilton Stamp and Stencil Works, Hamilton
McClary's, London, Ont.
Kemp Mfg. Co., Toronto

E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces

Burrow, Stewart & Milne Co., Hamilton
W J Copp, Son & Co., Fort William, Ont
Canadian Heating & Ventilating Co Owen Sound.

Davidson, Thos., Mfg. Co., Montreal

Gurney-Foundry Co., Toronto.

McClary's, London, Ont.

Pease Foundry Co., Toronto.

Jas Smart Mfg Co, Ltd, Brockville, Ont

Stove Repairs

Jones Bros., Toronto

Structural Steel.

The Hamilton Bridge Works Co, Ltd, Hamilton, Ont

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Boston and Lockport Block Co., East Boston, Mass.

Tacks.

Montreal Rolling Mills Co., Montreal.

Canada Screw Co., Hamilton

The McBrien Mfg. Co., Toronto

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Jas. Chesterman & Co., Sheffield Eng.

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A. C. Leslie & Co., Montreal

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Dowdell Mfg. Co., Hamilton, Ont.

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Gendron Mfg Co., Toronto

Woodstock Wagon Co., Woodstock

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Canadian Sales and Mfg. Co.
Canada Wire Goods Mfg. Co., Hamilton

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN

ARCADE

KEARNEY and
FOOT

McCLELLAN



GLOBE

EAGLE

GREAT
WESTERN

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Dominion Works, Port Hope, Ont.

Wm. Stairs, Son & Morrow, Limited, Halifax, N.S.
Heavy and Shelf Hardware

INCLUDING THE FOLLOWING:

Bar Iron, Boiler Plate, Tin Plates, Sheet Zinc, Ship Chandlery

AGENTS FOR

ALLAN, WHYTE & CO.'S WIRE ROPES,
ARTHUR JAMES' FISH HOOKS,

IMPERIAL COTTON DUCK,
SCOTIA READY MIXED PAINTS.

General Offices and Warehouses,

174 to 196 Lower Water Street



THE ROSS SPORTING RIFLE

A U.S. Sportsman's Estimate

From all over the world come testimonials similar to the following—each an unqualified endorsement of the Ross Sporting Rifle—

Uno M. Montin, Calumet, Mich., writes on April 12th, 1909,—

“The Model E Sporter I ordered arrived yesterday. Allow me to compliment you on the excellent and superior finish all through. It is all up to my expectations. I consider it the best value in the shape of a sporting rifle I ever had for my money.”

When sportsmen everywhere have this opinion of the Ross Rifle—men who are acquainted with all makes of fire-arms—isn't it more than likely **the demand in your own neighborhood** will increase?

FULL PARTICULARS AND CATALOGUE ON APPLICATION

ROSS RIFLE CO. - - QUEBEC

Spring Orders

Wire Nails

Wire Annealed---Oiled and Annealed

Given immediate shipment
Trial order solicited

Canada Screw Co., Limited

Toronto

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KERR'S GLOBE AND GATE VALVES

STRICTLY
HIGH GRADE.
TESTED &
PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

A Cure for all Breechy Horses and Cows is

Pearson's Patent Poke No. 2

It is the best poke on the market to-day, and possesses several strong advantages.

Among them are:

- Will not slip off
- Does not wear the mane
- Is easily adjusted
- Is light and strong
- Will prevent running in field
- Allows animals to lie down and eat comfortably.

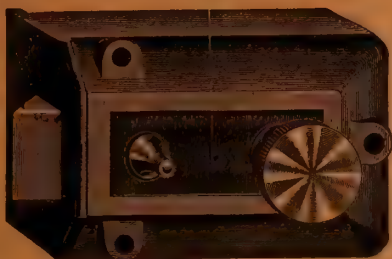
Write for price lists

Money back if not exactly as represented

J. H. Still Manufacturing Co.

Limited

St. Thomas, Ontario



Cylinder Night Latch, No. 103

Don't You Realize

how important your locks are to business welfare? If you are selling our line of rim and mortise locks, and of front, inside and store door sets, you have a line unequalled in the Dominion. Try them.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868.

Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.
PHILADELPHIA

Twelve

Medals



Awarded

By JURORS at

International Expositions
Special Prize

Gold Medal at Atlanta, 1895

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VALVE DISCS



Nothing to equal them
has ever been made

THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED

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We can offer from stock or to
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Sicilian Sulphur in bags or barrels

"Homco" Brand Castor Oil

**"V.M." Brand Zinc Oxides
Nitrate of Lead**

"F.B. & W." Brand Red Lead

"F.B. & W." Brand Litharge

**"F.B. & W." Brand Orange
Mineral.**

B. & S. H. Thompson & Co., Ltd.

381-383 St. Paul Street, :: MONTREAL, P.Q.



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CARVER FILE CO.
PHILADELPHIA, PA.

An independent organization not connected with the trust in any form, shape or manner.



The Highest Grade File Made
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**BE FILE Particular
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THERE IS A REASON

Absolutely Crucible Steel Used ; Highest Grade of Skilled Labor Employed ; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

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HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

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VOL. XXII.

PUBLICATION OFFICE: TORONTO, APRIL 16, 1910

NO. 16

ANVILS BITS

HENRY BOKER

MANUFACTURER

OF

ARROW BRAND

REGISTERED TRADE MARK

HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

pliers Vices

For Sale by Leading Wholesale Houses.

"Fleur De Lis"

FLEUR DE LIS

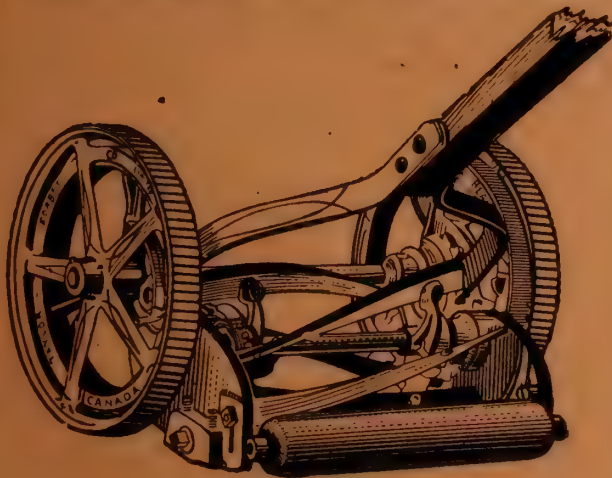
WORKS WELL and WEARS WELL

Only surpassed by the extra coating of "QUEEN'S HEAD"

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

THE FINEST SELLING LINE



You can handle in summer goods is the

Taylor-Forbes Lawn Mower

IT LEADS ALL OTHERS

for easy-running, high-grade workmanship, best materials and superior finish. They are not excelled by **any machine anywhere**. Try them in your stock the coming summer.

WRITE FOR DETAILS

Taylor-Forbes Co., Limited

Largest Manufacturers of Lawn Mowers in Canada

HEAD OFFICE AND WORKS

Guelph

Ontario

TAYLOR-FORBES Co., Limited, 122 Craig St. West, MONTREAL

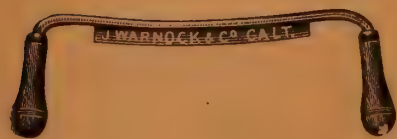
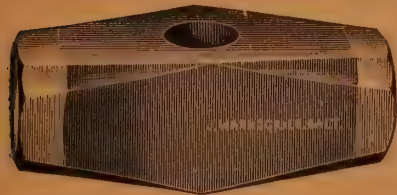
H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.

W. A. MACLENNAN, VANCOUVER, B.C.

J. B. H. RICKABY, VICTORIA, B.C.

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CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND



We are manufacturing the only
line of

GENUINE SHEFFIELD STEEL TOOLS

produced in Canada.

Our line is produced under
the supervision of men who have
been trained in the world's great-
est steel centre—Sheffield, Eng.
Every tool guaranteed sound and
exceptionally well finished.

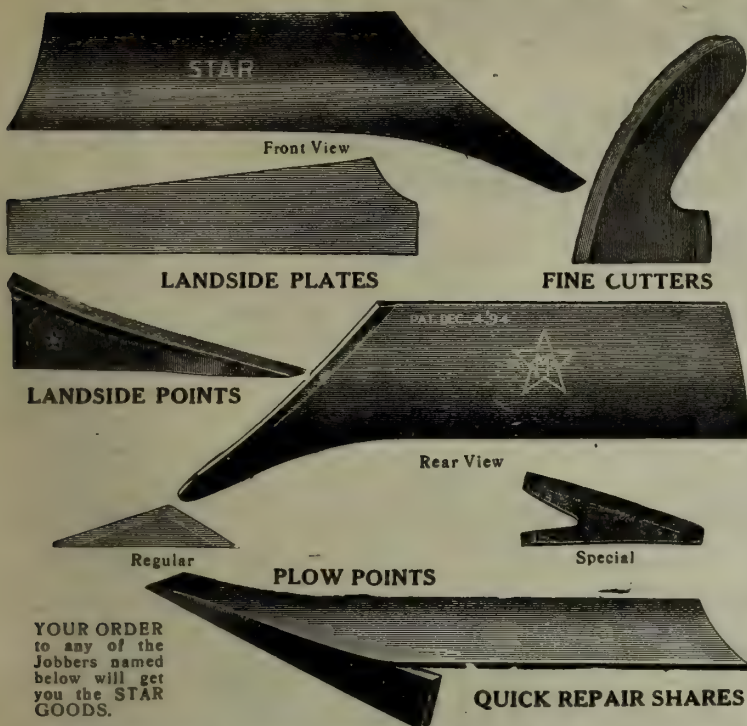
Sold by all jobbers—
ask yours.

ALLAN HILLS
Edge Tool Co., Limited

GALT, - ONTARIO



SHAPES — For Blacksmiths' Plow-Repairing



YOUR ORDER to any of the Jobbers named below will get you the STAR GOODS.

WOOD, VALLANCE, Limited - Winnipeg, Man.
J. H. ASHDOWN HARDWARE CO. - "
MARSHALL WELLS CO. - "
MILLER-MORSE HARDWARE CO. - "
D. ACKLAND & SON - "
WILKINSON, KOMPASS & HAWKEY - "

HAMBURY HARDWARE CO. - Brandon, Man.
PEART BROS. HARDWARE CO. - Regina, Sask.
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WRITE US FOR BOOKLET

STAR MFG. CO., - - Carpentersville, Ill, U.S.A.

There's a strong demand

in your district for good Hay Fork Handles and your stocks cannot be improved if you are selling

STILL'S Hay Fork Handles

Made of the best Northern White Ash

They are very nicely finished and waxed, and invariably prove a splendid selling line.

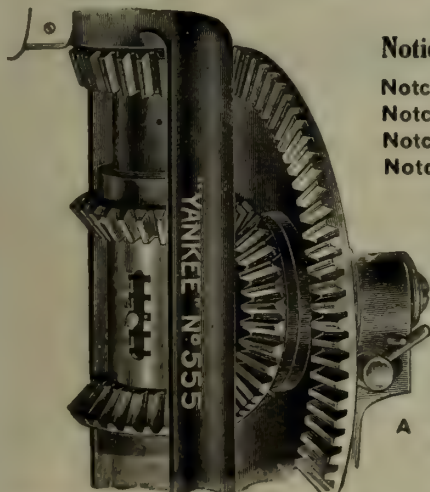
WRITE FOR DISCOUNTS

J. H. STILL MFG. CO.

LIMITED

ST. THOMAS - ONTARIO

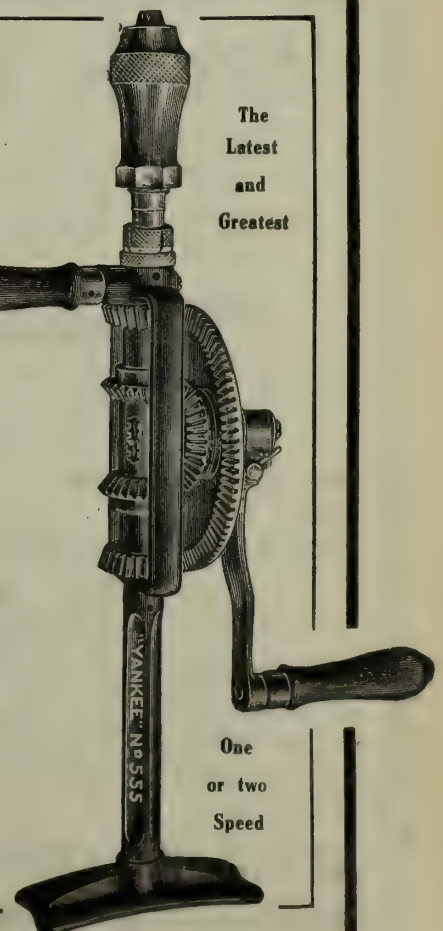
"YANKEE" Breast Drill with Automatic Double Ratchet Adjustable Ball Bearings



Notice the little shifter between the gears:—

- Notch 1—gives you a plain drill.
- Notch 2—A Left Hand Ratchet for removing taps, etc.
- Notch 3 A Right Hand Ratchet.
- Notch 4—An Automatic, Alternating Right and Left Hand Ratchet, the bit turning continually to the right regardless of the motion of the crank. A great advantage at close quarters where only a short throw of crank can be obtained. A true time saver.
- Notch 5—Locks drill for opening and closing chuck.
- Lever A—Change of speed with forefinger, without releasing hold on crank or removing bit from hole.

Sold by leading jobbers. Write for full description.



NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.

Dealers, Take Notice!

25 Years Ago we began manufacturing Metallic Roofing. The first years were trying ones, but our policy, adopted at the start—**PROTECTION TO THE DEALERS**—together with the fact that only the highest quality material is used in the manufacture of our roofing, won out, and placed us at the top.

Our Strong Protection Wall surrounds the trade. We want your co-operation. Success for you means success for us.

Our Extensive Advertising creates a market. Don't let your competitor reap all the benefit. Get your share.

Our Metallic Roofing stands the test. 25 years has proved it. Our catalogue of Metallic Building Material will interest you — write for it.

Manufacturers

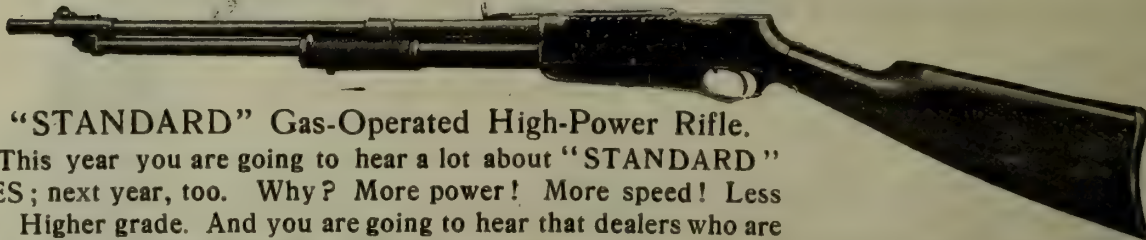
The **Metallic Roofing Co. Limited**
TORONTO & WINNIPEG

1660

Stock You Can Turn Quick!

That's what you want. Stock that is new and modern and up-to-the-minute. Stock that sells itself —and at the same time is being *advertised* good and proper by the manufacturer.

"STANDARD" HIGH-POWER RIFLES



"STANDARD" Gas-Operated High-Power Rifle.

This year you are going to hear a lot about "STANDARD" RIFLES; next year, too. Why? More power! More speed! Less Recoil! Higher grade. And you are going to hear that dealers who are carrying the new "STANDARD" RIFLES are turning stock. You'll read about it right in this magazine.

Get Wise to "Standard" Rifles Now!

Don't wait for one of our salesmen to come along. Others may get orders booked ahead of yours. Our catalogue will tell you all about "STANDARD" RIFLES, and tell it to you straight. We'll send you one postpaid if you'll simply send us one of your cards and the name of your jobber.

The following Canadian jobbers carry stock of "Standard" Rifles and can ship promptly:

London—D. H. Howden & Co., Ltd. Montreal—A. E. Bregent, 192 East St. Catherine St.; L. E. Hebert; Lewis Bros., Ltd.
Toronto—H. S. Howland Sons & Co. Winnipeg—Miller-Morse Hardware Co.

STANDARD ARMS COMPANY, 119 F St., Wilmington, Del., U.S.A.

Black Diamond Staple Pulling Pliers



Made of Best Material throughout. Finest Quality Forged Steel. Every pair warranted and replaced free of charge if found defective. This is the handiest tool in the house or on the farm.

What It Will Do

***Pulls Staples straight
Drives Staples straight
Stretches Wire***

***Cuts Wire
Straightens Wire
Splices Wire***

IT IS A WELL BALANCED HAMMER

Draws staples from bottom and centre wires as from the top wires. Will draw staples from poultry netting, woven wire fence, etc. Pulls nails, and if the staple is broken it will pull the ends just as easily.

Nicely wrapped in paper carton, six in a box.

The Package is very attractive

LEWIS BROS., LIMITED

Exclusive Distributors of Black Diamond Staple Pulling Pliers

MONTREAL

And at OTTAWA

TORONTO

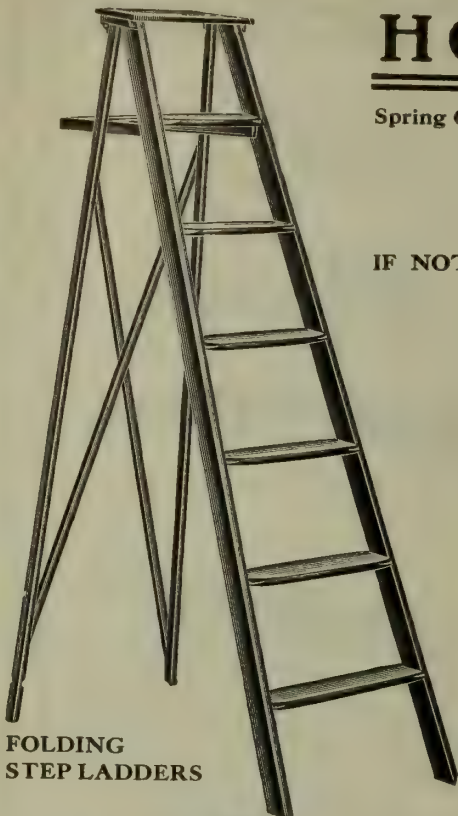
VANCOUVER

HOUSEHOLD GOODS

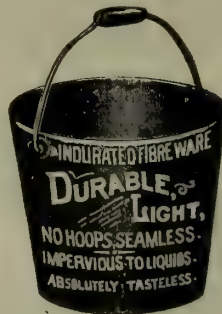
Spring Cleaning has already begun. Such goods as Step Ladders, Mops, Pails, Tubs, Carpet Sweepers, Brooms and Washing Machines are having a large sale by the Hardware Trade.

Are You Getting Your Share ?

IF NOT, WRITE US, AS WE HAVE INTERESTING PRICES TO OFFER



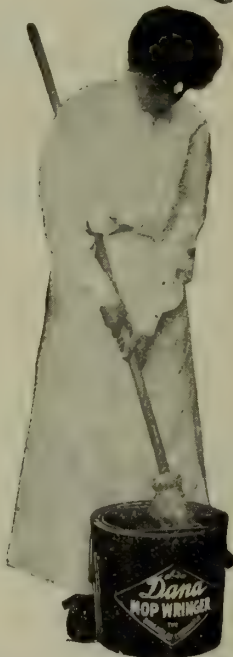
FOLDING
STEP LADDERS



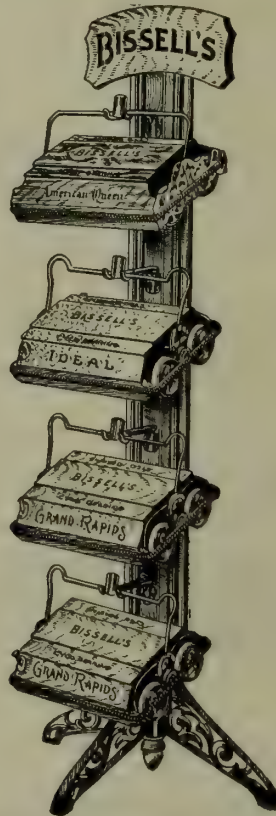
FIBRE PAILS



FIBRE TUBS



"DANA" MOP WRINGERS



"BISSELL'S" CARPET SWEEPERS



"WHITE" MOP WRINGERS

WE
SHIP PROMPTLY

Ask our Travellers about this line.

WE
SHIP PROMPTLY

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal

: : : : :

Canada





IVER JOHNSON SAFE REVOLVERS

HAVE BEEN STILL FURTHER IMPROVED

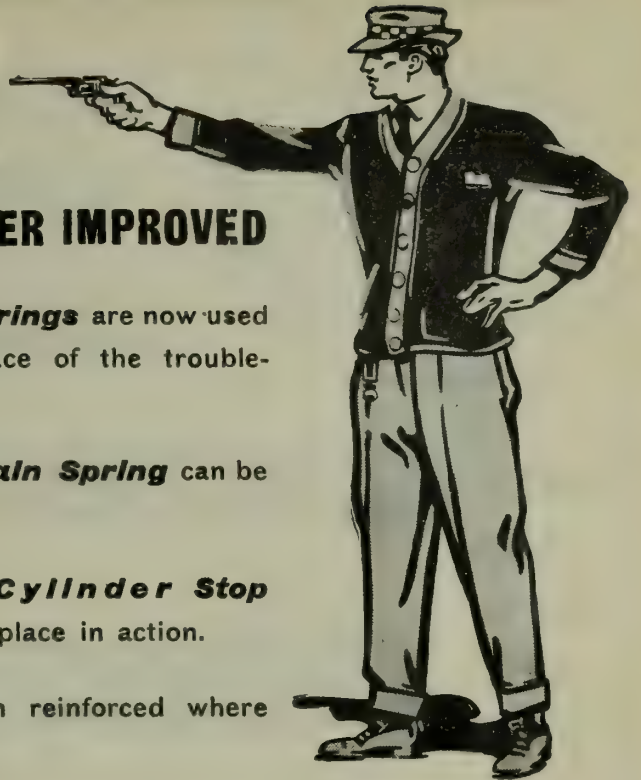


Plano Wire Springs are now used throughout in place of the troublesome flat kind.

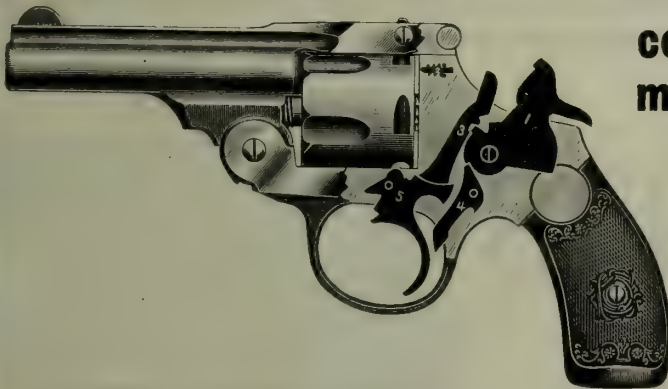
Tension on Main Spring can be adjusted.

New Positive Cylinder Stop keeps cylinder in place in action.

Frame has been reinforced where necessary.



These Important Improvements



SAFETY HAMMER STYLE
in 22, 32 and 38 Calibre.

SAFETY HAMMERLESS
in 32 and 38 Calibre.

cost a pile of money to
make, yet the New
Revolvers
cost you
no more
than the
old
kind.



Would you risk this with the
Revolvers you now sell?

WHOLESALE DISTRIBUTORS

Caverhill Searmont & Co

MONTREAL & WINNIPEG



This Factory behind the Metal

Hardwaremen Stock This Line



5 bars to the pound



1 pound bars

THESE
GOODS
BRING
REPEAT
ORDERS



1 1/4 pound bars



No Work too Hard for This Babbitt

A First-class Hardware Babbitt

THE CANADA METAL CO., Limited, Toronto



CRESCENT
BRAND

BUTTS

A GOOD LEADER
FOR THE
BUILDERS' HARDWARE
Department.

Builders to-day are asking for

Crescent Brand Butt Hinges

A satisfied customer is the best advertisement

CANADA STEEL GOODS CO., Limited

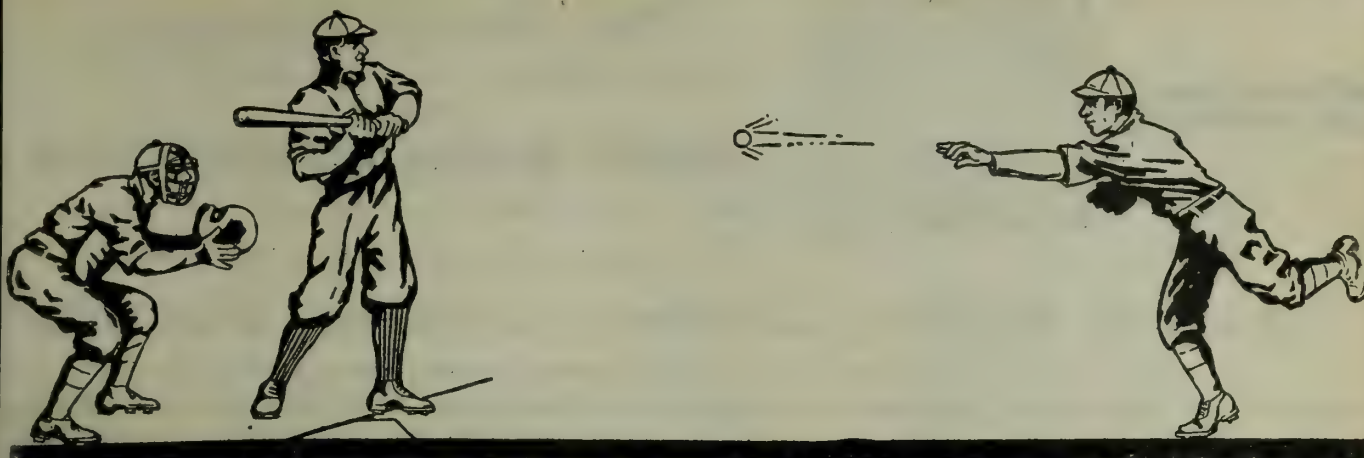
HAMILTON

Manufacturers

ONTARIO



(3 x 3 full size)



The quick trade in sporting goods is easily possible if you handle a line of known merit, and specialize on something young men know to be good. Any comparison you care to make will show that we have provided the best selling lines in

Samson Baseball Outfits

which have won a reputation as the best value in sight.

The trade is as good as yours if you feature "Samson" goods and give them the prominence they deserve. Don't wait till the season is under way, but get at the proposition early and stick to it. The right kind of sporting goods add enthusiasm to any business, and the "Samson" line has "made good" wherever introduced. Our aim has been to crowd in more of genuine quality for the money than was previously thought necessary.

H. S. Howland, Sons & Co., Limited

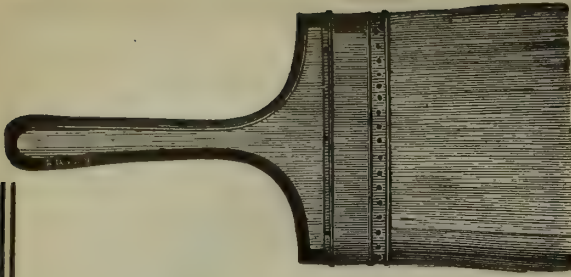
Wholesale Hardware

WE SHIP PROMPTLY.

TORONTO

OUR PRICES ARE RIGHT.

Graham Nails Are the Best.



For Every Purpose

the acknowledged leaders for your best class trade are

BRYAN'S

Brushes, Brooms and Woodenware

There's no need to hesitate recommending them! They are "quality" goods.

Illustrated catalogue sent to responsible dealers on request.

Thomas Bryan, Limited, London, Canada

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton

Simonds 'Crescent Ground' Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd.

Montreal, P.Q., Vancouver, B.C., St. John, N.B.

WOSTENHOLM'S FINE SHEFFIELD CUTLERY

I-XL Sportsmen's Knives

Hand Forged, Fine Stag Handle



Insist on getting I-XL Goods from Your Jobber.

A. McFARLANE & CO., MONTREAL, Canadian Representatives



The "Cuma" Cultivator

Length over all, 18 in.

A really good and effective Cultivator and weeder for flower-bed work. It "gets there" in a way no other tool will, and is made to stand the work. Attracts the gardeners and pleases them. Don't neglect to stock them, as they are sellers. Sold by jobbing trade.

Bailey-Underwood Co., Limited, New Glasgow, Nova Scotia

Principle— Not “Policy.”

We never make a change in methods, processes or treatments to save money—unless the change improves our product.

If a change will improve our product, we never hesitate an instant because the new way costs money.

We have invented or developed nearly all important processes of modern saw-making—we are and for seventy years have been first to adopt and utilize every improvement brought forth by science, human ingenuity or the progress of events.

We have always found that although improved methods may seem slow or difficult or expensive at first, they invariably work out faster, easier and more economical.

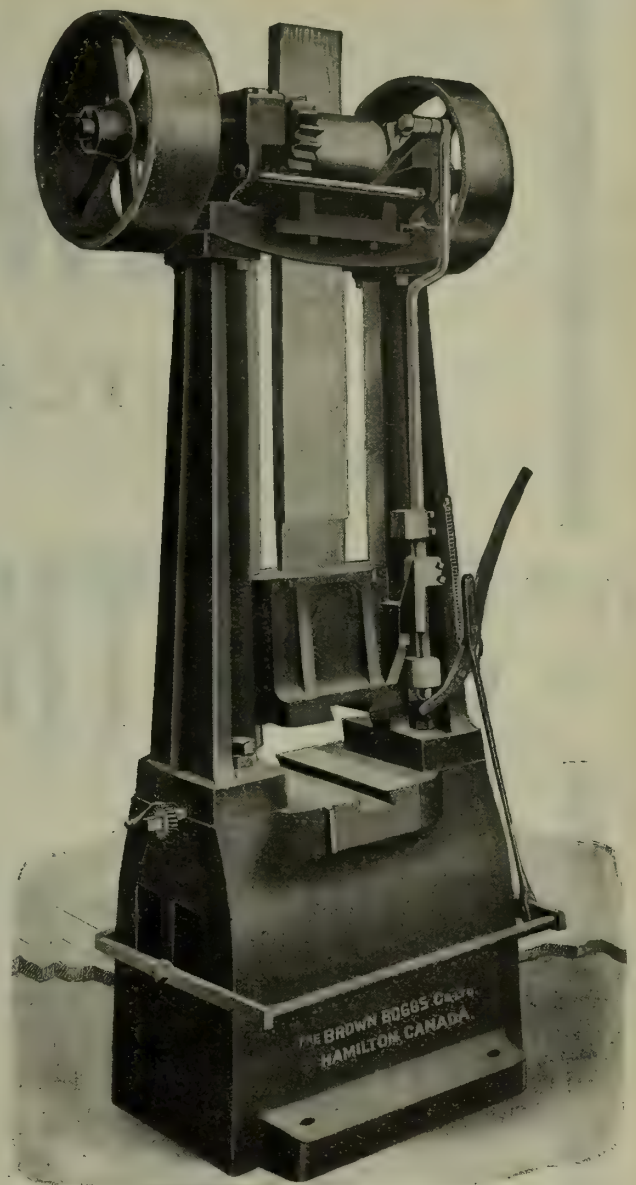
It's to your advantage to associate yourself in a business way with an industrial organization which is guided in all things great and small, by the highest purposes, motives and ideals.

Every Disston Saw, file and tool has back of it the absolute guarantee of one of the greatest business institutions in America.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel & File Works,
PHILADELPHIA, :: :: U.S.A.



The Friction Roll Drop

is More Accurate
Easier Controlled
Quicker to Adjust
More Efficient

Ask for further Particulars

The Brown-Boggs Co., Ltd.

Hamilton, Canada
Tinsmiths' Tools, Presses, Etc.

NEW

—PROPOSITION
—IDEAS
—BUSINESS
—MONEY

FOR YOU

This
is

SOMETHING NEW!

A BRAND NEW proposition put up in a brand new way. It is an injection of real, live red blood into the arteries of the stove trade. It cost money—lots of it, but IT PULLS YOU OUT OF THE RUT.

It gives you in condensed form the product of other men's brains. Men that know the stove trade—men that know YOUR trade—have united in this proposition, and the result is a book containing new ideas that are put up in an entirely new way. You have never seen a book like this, as it is the FIRST of its kind in Canada. Not a trade catalog—not a list of tiresome figures—but a NEW idea that is going to add impetus to YOUR business. Send for a DEALER'S FOLDER, or ask one of our travellers for a copy. YOU NEED ONE.

**Next
Page**

The Gurney Foundry Company

LIMITED

Toronto Montreal Hamilton Winnipeg Vancouver Calgary



IS BEHIND THE GUN

of this new proposition

To insure its stability

To push it to the limit

YOU know what the Gurney-Oxford trade mark means on stoves or ranges—you know what it means on any of our goods—*It is on this new proposition that is being put up to you.* It is the stamp of an honest obligation fulfilling firm—and the public is rapidly being educated to use the term of Gurney-Oxford as a stamp of approval when applied to cooking and heating goods. During the coming year and thereafter that same trade mark is going to be stamped indelibly upon the Canadian public—stamped beyond all power of erasure—as the trade mark of stove quality. What does this mean to YOU as a stove dealer?

Read the opposite page and then send for our book. It will open your eyes. It is NEW.

***The Gurney Foundry
Company, Limited***

Toronto

HAMILTON JEWEL GAS RANGES

FOR MANUFACTURED OR NATURAL GAS

We are the Largest Makers of Gas Goods in Canada. Over 100 varieties of Gas Ranges, besides Gas Heaters, Hot Plates, Burners, Water Heaters, etc. : : : :

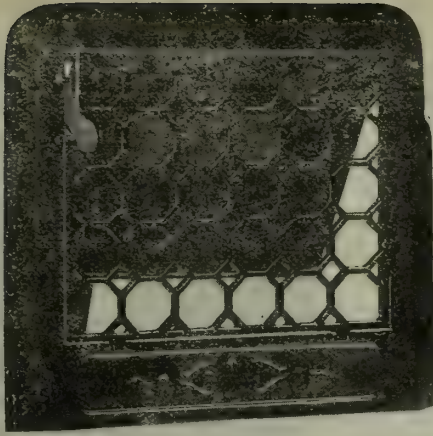


MR. DEALER: Why take chances in buying foreign-made gas stoves when you can get better satisfaction in your own country? Our goods are all **up-to-date**, we can **ship promptly** and our **prices** are **right**.

Repairs—Well, you know how it is when your customer keeps coming every day; how impatient he gets waiting for that small casting, which perhaps is held up at the custom house. **Moral—Buy Hamilton Jewel Gas Ranges**, not merely because they are made in Canada, but because they are equal to anything produced on the American continent, and you don't have to wait for repairs.

JUST OFF THE PRESS—Our new 76-page **Illustrated Gas Catalogue**. If you are selling gas goods you cannot afford not to have your name on our **mailing list**. **Drop us a card to-day**.

The Burrow, Stewart & Milne Co., Ltd.
HAMILTON, : CANADA



The Empire Special

Convex Reversible Wafer

This is something entirely new that has made a great hit with the building trades. It is convenient, handsome, well-finished and a seller from the word "go."

Now is the time, push this line—and it will certainly pay you to do so. Write us for full particulars and prices.

Canadian Heating and Ventilating Co., Limited
Owen Sound - Ontario

Distributing Agencies { Canada Stove and Furniture Co., Montreal
 Christie Bros. Co., Ltd., cor. Henry and Park Sts., Winnipeg
 M. C. Drew & Son, Vancouver, B.C.



Only
one
burner
to
generate

Construc-
tion
Strong
and Rigid.
Full
Cabinet
Style

Gasoline Stoves

are now in demand

Have you ever handled the "Ideal" line?

SPECIAL FEATURE :

Blue Flame Generator, Absolutely Smokeless and pilot light attachment.

This stove is equipped with safety laydown tank, which drops level with the stove, extinguishing the flame when filing, thus removing all dangers.

The single generator is scientifically constructed, is simple and effective in operation and positively safe.

McCLARY'S

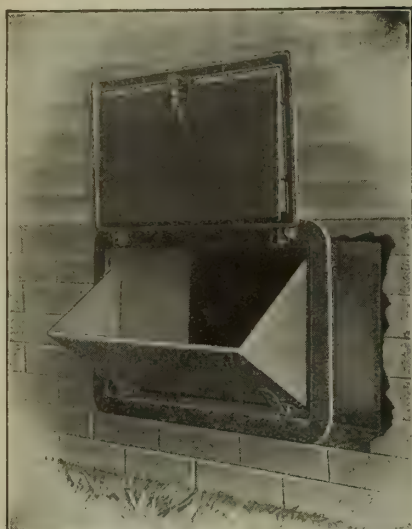
London
Montreal

Toronto
Winnipeg

Vancouver
Hamilton

St. John, N.B.
Calgary

THE MODEL COAL CHUTE



"Model" Coal Chute, open

This is a new arrangement which serves the purpose of a Coal and Wood Chute and a window at the same time.

As a Coal Chute it is the neatest and best equipment that can be placed in the basement wall of any residence to avoid the trouble of broken windows, demolished window frames and disfigured walls, every time you have fuel put into your cellar. The frames and doors are made of heavy iron and the body and hopper are made of heavy steel. The hopper is removable, and when extra large pieces of wood or coal are to be put into the cellar this can be removed.

When the door is opened it locks itself, and thereby protects the wall above the chute when putting in fuel. When the door is closed it locks itself, and is positively burglar proof.

As a window it is fitted with a composition called rubber glass which is unbreakable, and will not obstruct the light from entering into the cellar.



"Model" Coal Chute, closed

The Down Draft Furnace Co., Limited

GALT, ONTARIO, CANADA

Write for Descriptive Booklet

Representatives Wanted Everywhere

YOUR IDEAS AND OURS MAY NOT CORRESPOND



on all questions, but we know positively that after you have critically examined the RUHMANN patent FEED BOILER, you will agree with us that it stands in a class of its own.

It ranges in size from 20 to 50 gallons in capacity and in price from \$5.70 up

Made of 12 gauge steel and BACKED BY OUR GUARANTEE. TELL your farmer friends that they are taking big chances on allowing old-fashioned kettles to boil in their yards. There is no fire risk with this FEED BOILER and it is so handy. YOUR CUSTOMERS WILL VOICE a favorable opinion after you have installed one.

Write Us For Particulars, the Only Up-to-date Feed Boiler on the Market.

The Record Foundry & Machine Co., Limited

MONTREAL AND MONCTON, N.B.

Sales Branches at Winnipeg, Calgary, Toronto, Vancouver and St. John's, Nfd.

Bell Brand

TRADE



Horseshoes

MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	-	BELLEVILLE
Toronto Bolt and Forging Company, Limited	-	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited	-	GANANOQUE
Brantford Screw Company, Limited	-	BRANTFORD

Head Office

TORONTO, ONTARIO

CHEER UP!

Cherry season brings brisk business to the dealer who shows

"Enterprise" Cherry Stoners

Make your stock complete *now*—foresight is better than hindsight. For a quarter of a century the demand has increased year by year for "Enterprise" Specialties—they are as staple as wire nails. You can't make a mistake by having "Enterprise" Cherry Stoners ready for the first woman who rushes in to get one while her cherries wait. You will surely make a mistake if you don't *stock up*. And while you are about it, see that you have also the "Enterprise" Fruit, Wine and Jelly Presses.

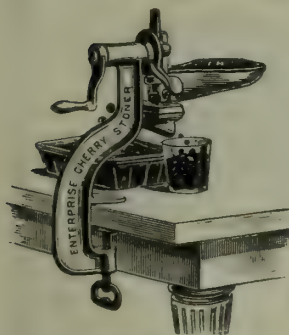
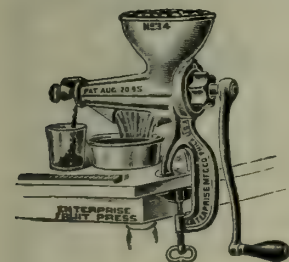
The Enterprise Manufacturing Company of Pa.

Philadelphia, U.S.A.

21 Murray Street, New York.

544 Van Ness Avenue, San Francisco

Also makers of the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons; Raisin and Grape Seeders; Self-Priming and Measuring Pumps; etc.



MADE IN CANADA

"Superfine Linen Record"

There is no feature of advertising that pays so well as a Ledger made from a good paper.

"Superfine Linen Record" is a first-class ledger paper

Made by

THE ROLLAND PAPER COMPANY, LIMITED
MONTREAL, CANADA

SAMPLES SENT ON REQUEST

You can do What this man did for Two Cents !

112-114 Michigan Ave., Dryston, Mich.
March 22nd, 1910.

Star Expansion Bolt Co.,
147-149 Cedar St.,
New York City.

Gentlemen :-

You will undoubtedly be very pleased to hear that the stock of STAR EXPANSION BOLTS recently placed, has been completely wiped out. I firmly believe that your tremendous advertising campaign was directly responsible for fully 75% of the sales on this line. Herewith order covering 300 more.

Yours very truly,
John L. Tully Hardware Co.
John L. Tully, *President.*

Let us explain our proposition to you. Send for it, our free sample and catalogue 36.

Star Expansion Bolt Co.

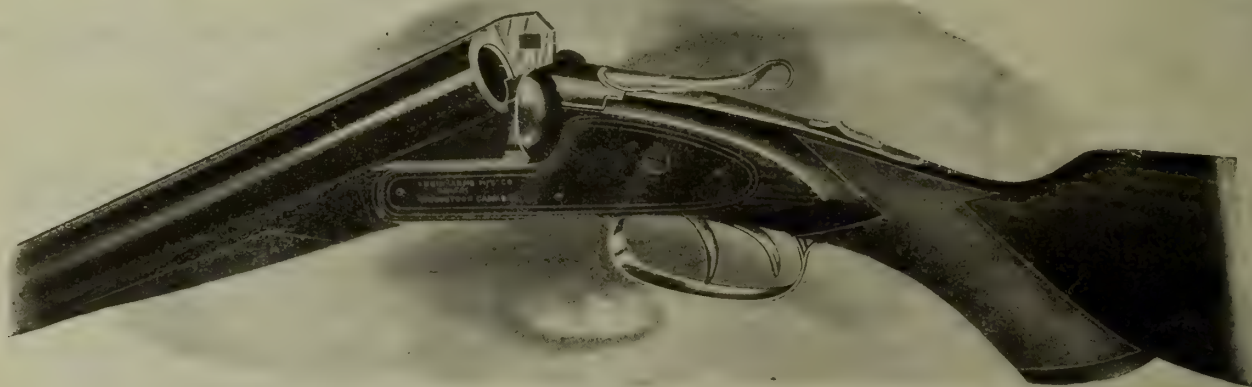
Catalogue Department 36

147 - 149 Cedar St., - New York City.



No. 55 Grade

List Price, \$55.00



One of the Guns We Make in Canada

Mr. Dealer, you are authorized to guarantee a TOBIN superior value to any gun made. We are here to make your guarantee good. Our new catalog, showing line from \$250.00 to \$25.00, for asking.

Tobin Arms Manufacturing Company, Ltd.
Woodstock, Ontario



Absolute Safety

is what your customers are obtaining when they purchase

GREENING'S WIRE ROPE

for elevator haulage or other strenuous use. All wire used in GREENING'S ROPES is subjected to a complete set of the severest tests before being made into rope, and may be relied on absolutely.

Consult your Greening Catalogue. You'll find many lines you can handle with profit.

The B. Greening Wire Company, Limited

HAMILTON, ONT.

MONTREAL, QUE.



Have you seen the New Silent Safety?

NOISELESS

A BRAND NEW WASHER on a
BRAND NEW PRINCIPLE

A machine without

FLY WHEELS GEARS COGS SPRINGS
RACKS or PITMANS.

Patented Driving Mechanism on the Simple Principle of
Leverage, which
excels any Dolly
Type Machine.



High Speed,
Heavy Fly Wheel
or Rotary for
SILENT, EASY
RUNNING, and it
needs no Flying
Start.

TRY IT OUT.

W. L. Haldimand & Son, Montreal, Eastern Agents
Harry F. Moulden, Winnipeg, Western Agent



CUMMER-DOWSWELL, Limited, Makers, HAMILTON, ONT.



A Good Line to Carry

We know a number of dealers who have found it profitable to take hold of **Preston Metal Siding** and push them energetically.

We believe a great many others would do the same if they realized the large market there is for this class of goods.

Metal Siding's

are used for all kinds of buildings—stores, houses, barns, etc. Neither wind nor dampness can penetrate a building protected by **Preston Metal Siding**. Buildings covered with this material are warmer, more easily heated, and drier than brick or stone. Fireproof and practically lightning proof, **Preston Metal Siding** reduces fire insurance. We have a large range of patterns that rival stone and brick in appearance and durability, yet cost only about one-third as much. We have more information to give you. Just write for it. Remember, there is a good margin of profit in handling these goods—and **Preston Metal Siding** is easy to sell.

Metal Shingle and Siding Co., Limited, Preston, Ont.

Branch Office and Factory, Montreal, P.Q.

Wire



We Are The Pioneer Wire Manufacturers Of Canada

The enormous growth of our business during the last 30 years is a striking tribute to the high excellence of our products.

OUR LATEST SUCCESSFUL VENTURE IS

"DOMINION SPECIAL" Field Fence,
"The Landmark of the Future."

Our sales of this commodity are reaching a figure far beyond our most sanguine expectations, and its popularity is of great advantage to the Dealer.

Why not stock it? Let us make you up a mixed carload order, to include:

WIRE—Barbed, Plain, Galvanized, Coiled Spring.

FENCE STAPLES, BRIGHT WIRE GOODS, WIRE NAILS, WOOD SCREWS, ETC., ETC., and of course, **"DOMINION SPECIAL" Field Fence.**

Dominion Wire Manufacturing Co., Limited
 Established 1880 MONTREAL TORONTO

Here's the Machine

---that competitors
are copying

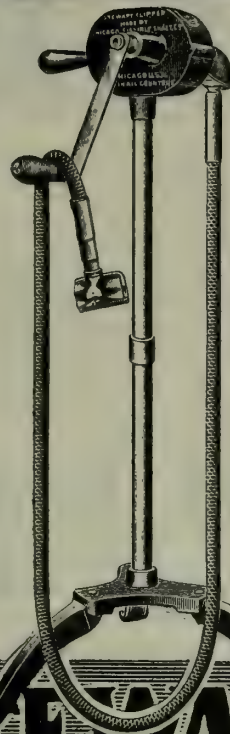
The superiority of our Stewart No. 1 over all clipping machines on earth caused one manufacturer to pilfer the idea. It was a steal—but, without a perfect result. The shape of the "counterfeit" resembles the Stewart; so does some of the mechanism. But the real principle of construction—the process that put the Stewart in the lead—they only guessed at. Don't sell "guess-work" machines. Sell the original machine—the machine that's backed with a **quarter-century guarantee**.

Why the Stewart?

We don't ask "shrewd buyers" to buy our machine because it was made in a certain country. We have more respect for their common sense. We just want horse-owners and dealers to know why the Stewart machine is the **best machine**.

CHICAGO FLEXIBLE SHAFT CO.

Write at once for our big
free catalogue



---the
Stewart No. 1
Horse Clipping Machine

The Stewart No. 1 has gears made from cut steel, hardened file hard, working parts enclosed in an oil bath and is equipped with plenty of best quality flexible shaft and the world famed Stewart one-nut tension knife.

We help the dealer

We are willing to give individual advertising to dealers who believe in square dealing and who want to sell more horse clipping machines. Write **at once** for particulars of our co-operation policy with hardware men.

It's to your interest as well as ours to sell the **Stewart**, because it's to the best interest of the **user to own** and operate one.

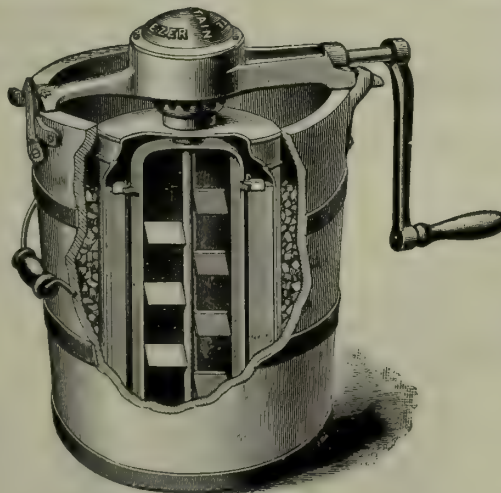
250 La Salle Avenue
CHICAGO, ILL.

STEWART

Ice Cream Freezers--That Make Ice Cream

The "WHITE MOUNTAIN" is the freezer that creates a demand.

This is universally the favorite family Ice Cream Freezer, because it combines more excellence than all other family freezers made.



These freezers are scientifically made, they freeze the cream in less time than others do and it is ice cream, not liquid, when you take it from the can.

Cut shows sectional view of freezer, showing duplex dasher and duplex scrapers.

If you want a freezer that sells, that is called for—for its specific value—then the "White Mountain" is the line you want.

Now is the time to order.

London Toronto
Montreal Winnipeg

McClary's

Vancouver St. John
Hamilton Calgary

PIG LEAD

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.

PROVIDENCE, MOTHER HOUSE

MONTREAL, Feb. 20 h. 1 01

J. W. HARRIS Mfg. Co., Ltd.,
City.

GENTLEMEN:-

It is with pleasure that I can say that your "J. W. Harris Rotary Ventilators" are the best Ventilators we have used on our establishments so far.

We had eight (8) of the large sizes put up on our Mother House and on the Hospice Gamelin and they gave us entire satisfaction.

Yours respectfully,

SISTER MADELENE, Dep

Made by

The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal

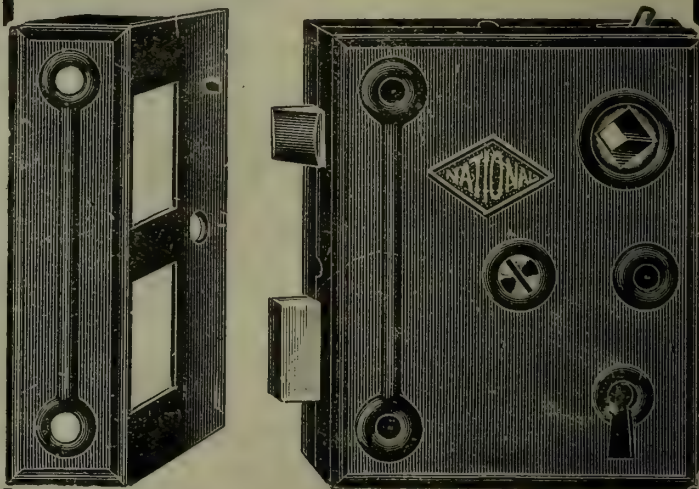


THE BEST BUILDERS USE ONLY

Steel Rim Locks

and the strongest, safest and most durable
Steel Rim Locks are

NATIONAL BRAND



Order from your Jobber.

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

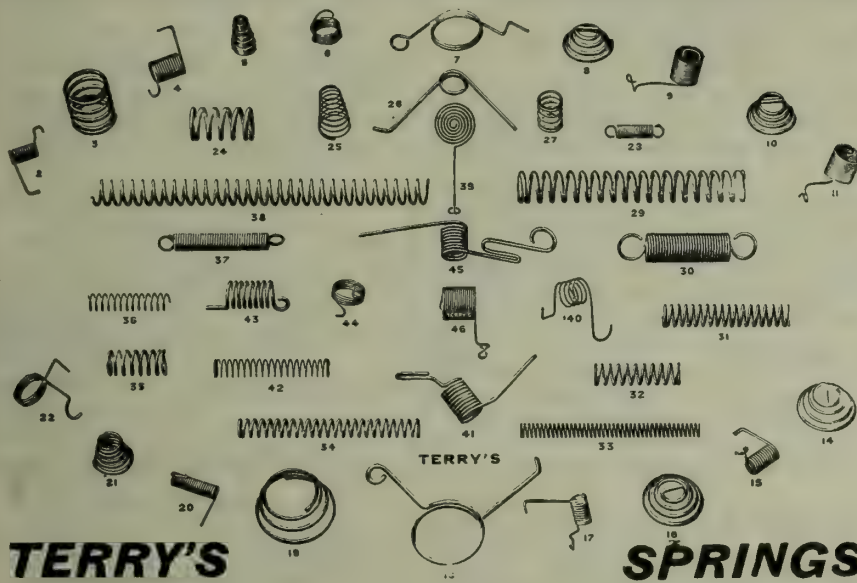
Building Papers FOR ALL PURPOSES

We can give you the best possible value in
 Tarred Felt
 Roofing Papers
 3-Ply Ready Roofing
 Coal Tar and Roofing Pitch
 P. & B. Cold Storage
 Insulating Papers

WRITE US FOR QUOTATIONS ON THESE GOODS.

We want you on our list of customers, if you are not already there.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal



TERRY'S

SPRINGS

If you buy springs for any purpose, we solicit an opportunity of quoting.

SEND FOR OUR LIST

HERBERT TERRY & SONS, THE SPRING SPECIALISTS, Box 100, Redditch, Eng.



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

CANADA WIRE GOODS MFG. CO.

Manufacturers of every kind of

**Iron, Steel, Brass and
Copper Wire Cloth**

*Crimped and Pressed Wire Work
of all Kinds*

HAMILTON - - - ONT.

**THE
WHITE
MOP
WRINGER
COMPANY**

offers the **Largest Line of Mop Wringers in the World.** Latest improvements. Up-to-date.
Satisfaction Guaranteed
The Best Mop Wringer
 Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue.
 MADE IN CANADA
WHITE MOP WRINGER CO.
 Fultonville, N.Y.
 Manufacturers of Mop Wringers exclusively

This Trade Mark Insures Genuineness Originality Perfection Satisfaction

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

F. N. BURT COMPANY, Limited
TORONTO

Counter Check Books

"GET THE BEST"

CUTLERY.



Barrett's Standard Glass Cutters

in 22 different styles.

Order from your jobber or write direct.

W. L. Barrett, Mr., Bristol, Conn.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO.,

Manufacturers' Agents

Building Supplies and Building Hardware

831 Powell St. VANCOUVER, B.C.

Correspondence Solicited. Highest References

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S
SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webb & Hilger, Limited, special New York
Representatives, 106-110 Lafayette Street

MALLEABLE IRON.

Malleable Iron Castings

Carriage and Agricultural Castings,
Axle Nuts, etc., etc.

Manufactured by

P. KYLE, Merrickville, Ontario

Catalogue furnished on application

We have competent Salesmen.
Best Facilities for Distributing and Storing

M. B. ANTHONY & CO.

MANUFACTURERS' AGENTS

503 Mercantile Bldg. VANCOUVER, B.C.

Correspondence solicited.

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

THOMPSON & GUNN

333 Gore Avenue, VANCOUVER, B.C.

Famous "RELIANCE" Hot Water BOILERS

and "IDEAL" Hot Air FURNACES

MODERN "ALASKA" STEEL RANGES

Cooking and Heating Stoves

WRITE FOR PRICES

FILTERS.

Anti-Splash Tap Filters

The "Galvo" Filter and Water Steriliser
"Perfection" Fire Extinguishers

There's good money in them for hardware dealers.

Write for Prices.

The Anti-Splash Filter Co.

OWEN SOUND - - - ONTARIO

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Georock Ropework Export Co., Limited

(of Scotland)

Montreal, 29-30 St. Peter St.

Winnipeg, 132-134 Portage Ave., East

P. R. CUMMING

Manufacturers' Agent

Hardware, Hardware Specialties
Housefurnishings Woodenware, Etc.

Car Shipments a Specialty

Correspondence Solicited

347 Pender St. W. - VANCOUVER, B.C.

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring, and has twice the wear. In use throughout Great Britain and the colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS

Hospital St. - - - - Birmingham

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.

METAL PRODUCTS.

Established 1880

NEITHER FICTITIOUS NOR EXORBITANT

ORDER AND USE

LANGWELL'S BABBITT

GEORGE LANGWELL & SON, Makers, MONTREAL

NAILS.

J. M. KAINS & CO.

MANUFACTURERS' AGENT

83 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware
Specialty. Highest References.

JAMES PENDER & CO., Ltd.

ST. JOHN, N.B.

Manufacturers of

Coated Wire Box Nails, "ACME" Galvan-
ized Wire Nails, also "STANDARD" Toe } Best in
Calks—Blunt and Sharp } Canada
Horse Nails, Etc.

Are you interested in any of the
lines that are advertised?

A Post Card will bring you price
list and full information.

Don't forget to mention Hard-
ware and Metal.

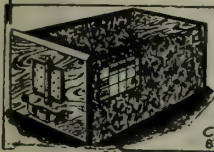
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the **BENNETT STEEL HARDWARE SHELF BOX**. Saves 20% Shelf Room over wooden boxes. Write for Catalogue and Price List. **CAMERON and CAMPBELL**, 63 Richmond St. W. Toronto.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

FEED COOKERS



MAKE MORE MONEY

Put in a stock of

FEED COOKERS

We make all sizes

Write **JAMES & REID**

PERTH, ONT.

for catalogue and prices

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits, vegetables, disinfectants.

SEND FOR CATALOGUE AND PRICE LIST
COLLINS FG. CO. TORONTO

SNAPS.

COVERT MFG. CO., 1 ROY, N.Y.



No. 70 Polo
The Steel Spring Snap that has a "snap."

No. 400 King
The Snap without a peer.

SOLDER

SOLDER

Refined Metal. **SOLDER** for Roofers and Tinsmiths.

Our New Phone No. Main 7930.

We will be pleased to quote you.

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



OUR OFF-SET TOOL HOLDERS

Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand. Write for Catalog.

ARMSTRONG BROS. TOOL CO.

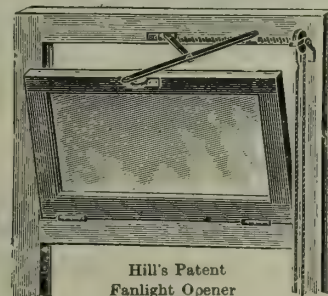
CHICAGO 106 N. Francisco Ave. U. S. A.



JAMES HILL & CO., LTD.

Cable: James Hill, London.

IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent
Fanlight Opener
from 2/9 each.

Hill's Patent
Locks,
Hinges,
Anti-Panic
Bolts

and all kinds of
Fittings and
Hardware.

Castings,
etc.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

VENTILATORS.



Ventilators and Chimney Cows. My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO

Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL

OAKEY'S

The original and only Genuine
Preparation for Cleaning Out-
lery. 8d. and 1s. Cansisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

GALVANIZED FENCE HOOK

For Fastening wooden Pickets on
Wire Fences



**WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED, CLOTHES
LINE WIRE, STAPLES, etc.**

The Western Wire and Nail Co., Limited. - London, Ont

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

Are you Interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

**PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS**

Works: Don Speedway, also Victoria St.,

TORONTO



Brass Binnacles,
Signal Apparatus,
etc., etc.

Marine Brass Work and Plumbing Goods



Brass Railing Work,
Brass Ladders to
order, etc.



Pump Water Closet Pl. S. 44, with Round Flushing
Rim Bowl. Can be placed above or
below water line.



Brass Bilge Pump, double acting
with 1 1/2 or 1 3/4 brass cylinder.



Folding Lavatory, plate S 186, nickel-plated
copper lining, soap cup and combination
pump with swivel faucet.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

PATTERN LETTERS

IF YOU USE THEM

Send for our New List No. 3.

STENCILS

IF YOU USE THEM

Send to us and get Artistic Work.

STEEL STAMPS

Steel Letters and Figures

NAME PLATES

SEND TO THE

Hamilton Stamp and Stencil Works
LIMITED

Hamilton and Toronto

A Sure Winner

and the best washing
machine on the market
is the

CONNOR

HIGH SPEED WASHER

Some of the features
which particularly re-
commend it are:—

It has fly-wheel under
tub and turns on double
ball-bearings. Handle is adjustable.

The only machine with foot attachment.
All cog gearing is protected, making it acci-
dent proof. Will wash clothes cleaner and
with less effort than any other washer.

A Great Family Favorite

Send for Catalogue

J. H. Connor & Son, Ltd.
OTTAWA, : : CANADA.



What Makes Your Customers Want Genasco?

Trinidad Lake asphalt gives Genasco its weather-resisting quality that customers can't resist. It appeals to them strongly. They know Trinidad Lake asphalt is the greatest waterproofer in existence, and they want the roofing made out of it, to be sure of lasting protection.

Genasco Ready Roofing

is extensively advertised to consumers all over the country. The advertising tells them openly the reasons for Genasco quality, and makes no attempt to shroud its composition with mystery. It gains the consumer's confidence.

All this makes selling wonderfully easy for the alert dealer.

Are you taking the easy way to build up your business and add to your profits?

Write to-day for samples and full information.



THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest
manufacturers of ready roofing in the world

PHILADELPHIA

NEW YORK

SAN FRANCISCO

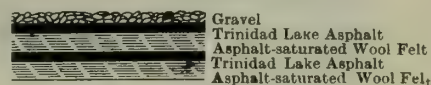
CHICAGO

Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont.

D. H. Howden & Co., Limited, 200 York Street, London, Ont.

Mineral or smooth surface Genasco Roofings

Cross-section; Genasco Stone-surface Roofing



"Brantford" "Roofing"

FREE

A Series of Retail Ads

We have had a series of roofing advertisements prepared at considerable expense, especially for retail dealers' use. Attractively designed and forcefully written, these ads. are bound to create a strong impression in favor of "Brantford" "Roofing" and the dealer who handles it. Plates of this series will be sent free to all our agents. If you're not already handling "Brantford" "Roofing," it's time you were. Better write for our proposition.

BRANTFORD ROOFING CO., Limited

Winnipeg Agents: General Supply Co. of Canada, Limited, Market and Louise Sts.

BRANTFORD, CANADA.

Montreal Branch: 300 St. James St., Montreal, Que.



The Moorish Sidewall Register.

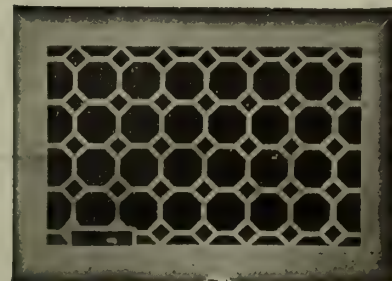
The Bull's Eye of Perfection

REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant
is in full working order making
all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteeel Company
Bridgeburg - - - - - Ontario



The New Convex Reversible Wafer

COPPERED MACHINE OILERS

**RUST-PROOF AND DURABLE
SPRING BOTTOM AND DRIP CUPS**

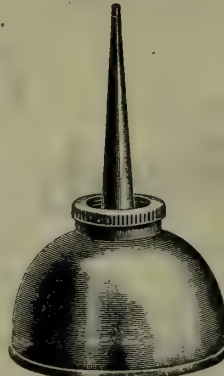
All oilers packed 1 doz.
in a cardboard box.



No. 918—9 inch spout
1 pint capacity.



No. 918—5 1/2 inch spout
1 pint capacity.



No. 917—5 1/2 inch spout
1/2 pint capacity.



No. 916—4" spout
1/2 pint capacity.



MOWING MACHINE OILERS. No. 701, medium heavy; No. 703, extra heavy; 1/2 pint capacity; Coppered, Plain Steel, and Japanned and Stencilled.

E. T. WRIGHT & CO.

Hamilton, Canada

Did you get a copy of our Summer Catalogue? If not, write us.

Here you are, Gentlemen

ATKINS

Sterling

SAWS

The Finest Manufacturers' Brand

Made for the best mechanics who are willing to pay a fair price for the best tools.



**We Help You
to Sell**

Send your order to your jobber. If he won't supply you, then write to us.

E. C. Atkins & Co., Inc.

Makers of Sterling Saws

Hamilton

Ontario

"CANADIAN MONARCH" FENCE

Our "MONARCH" is a staple lock fence of the latest and most approved type. The strands have but a very slight kink at the lock, therefore are as strong at the lock as at any other point.

The locks, strands and stays are made of number nine wire and all the wire used is Hard Drawn Steel, thoroughly galvanized.

If you want an agency for this, also our "SAFE-LOCK" fence, which is a wrapped stay, either number nine or number twelve, write us for prices, and get our wholesale list of fences and gates with discounts.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.

BRANDON

MAN.



321

Orders on hand are heavier than we have ever known heretofore, but we have room yet for a number of new customers who will swell the ranks of satisfied users of

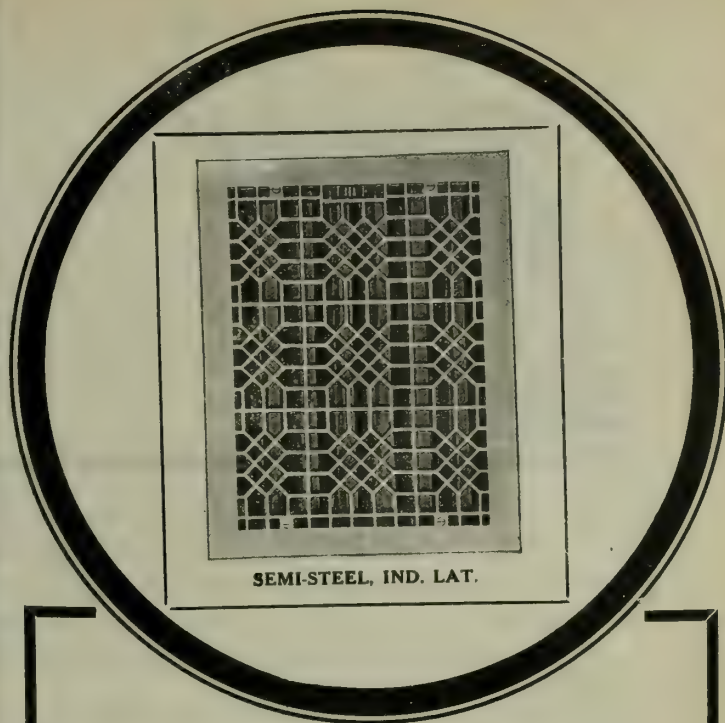
McDougall Pumps

We tell the same old story of quality first and price as easy as possible for you. Come, let us get together. "Aremacdee" is a guarantee.

The R. McDOUGALL CO.

Galt, Canada

LIMITED



SEMI-STEEL, IND. LAT.

Quality talks!

When the very best quality registers are required, it is customary for architects and engineers to specify

TUTTLE and BAILEY
make or equal.

Could there be any stronger testimony to the high quality of

"T and B"
Registers, Ventilators
and Grilles?

They admit the largest possible outlet of heated air, and furnace-pipe manufacturers are now making their boxes to fit our styles.

Send for Illustrated Catalogue.

Tuttle & Bailey Mfg Co.

of Canada, Limited

Bridgeburg - - - - Ontario



ON THE DEER TRAIL

ON THE DEER TRAIL, or in the quest of big game, the hunter should assure himself that his rifle is loaded with dependable ammunition.

Dominion rifle cartridges are Guaranteed sure fire and accurate, and every load is put up with as much care as if for an international match and the honor of Canada were at stake. A new box free for every misfire of present product.

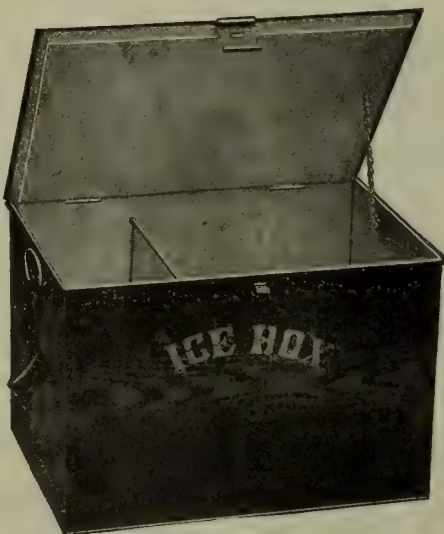
Dominion Cartridge Company, Limited., Montreal

**DEALERS ON THE
PROFIT TRAIL
RECOMMEND IT**

Dominion
IMPROVED & PROVED
Ammunition

Kemp's Ice Boxes and Water Coolers

Just the articles needed for Summer Residences or Camps



Ice Boxes

DIMENSIONS

SMALL
20 $\frac{3}{4}$ "x14 $\frac{3}{4}$ "x14 $\frac{3}{4}$ "

LARGE
28"x16 $\frac{1}{2}$ "x16 $\frac{1}{2}$ "

Water Coolers

GALLONS

2 3 4 6 10



Prices on Application

KEMP MANUFACTURING COMPANY

CORNER GERRARD AND RIVER STREETS,

TORONTO, CANADA

THE KEMP MFG. AND METAL CO., LIMITED
111 LOMBARD STREET WINNIPEG, MAN.

THE KEMP MFG. CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUE.

Frequent Turnovers of Stock Necessary to Success

A Striking Statement of an Important Working Principle for Retailers and Some of the Duties it Involves—Frequent Turnovers Multiply Net Profits Enormously—Poorly Paid Clerks a Poor Investment.

By Hamilton Burke.

The tendency to make price the most important factor in buying stock is the most dangerous the retailer has to combat. This tendency arises from the belief that people will patronize the store which sells goods most cheaply; whereas, the fact of the matter is, people generally put quality before all other considerations, and then buy where they can get such goods at the lowest prices. That is, retailers who desire to build up trade and turn over stock most frequently, must sell reliable goods first, last, and all the time; charge reasonable prices, aiming to take the profits which by experiment produce the maximum value of sales, and give satisfaction to customers, whatever the cost.

Too many retailers who carry reliable goods at reasonable prices fail to give their customers the right kind of service. We know of a house furnishing department equipped with the most up-to-date and high-class line of goods to be found in a long journey, which is stagnant largely because the sales force is not up to the high standard of the goods carried and character of the people served. Competent sales clerks draw higher wages than the other kind, but they actually cost less because they produce more sales. Some day retailers will wake up to the truth of this statement, and hire the best salespeople obtainable regardless of cost. That policy looks reckless, but it is a curious business anomaly that retailers whose whole success is absolutely dependent on efficient and intelligent salesmanship, should "economize" at that one point, where the wrong kind of economy is the worst kind of extravagance.

But service must be kept up to a high standard in other directions—principally in a liberal, courteous, and prompt settlement of claims, quick deliveries, and cheerful aids to customers, made necessary by modern conditions of travel and living.

Cheerful Settlement of Claims.

We sometimes wonder whether the majority of retailers realize how extremely important to maintaining that intangible asset—the good will of their establishment—is the prompt and, above all, cheerful settlement of claims.

Holding trade is quite as important, if not more important, than building up new trade. There is only one way to hold your trade and that is to give satisfaction at all times. People who pay cash, or whose accounts are as good as

cash, are as a rule loyal to their merchants, but to them service is equally as important as quality and price. Imagine, then, what the result would be if your claim department fails to cheerfully and promptly replace a damaged article, or make an allowance in a possible overcharge.

People are usually reasonable, and a courteous explanation of why the claim is refused, if the claim is actually unjust, will not—in most cases—give offense. But if the claim is a trifling one, no matter how unjust, from your point of view, allow it cheerfully and promptly. Quibbling over pennies with your trade is poor economy.

Disregard Competitors.

Probably cut-throat competition has ruined more retailers than any other one cause. Cut-throat competition is supposed to mean cutting the other fellow's throat, but, unfortunately, the actual result is that the retailer cuts his own throat. Figuratively, of course, for what is actually cut are prices and profits.

Now, every retailer who knows anything, knows that one law of merchandising is absolutely inexorable. That is, if you price your stock at less than it costs you to buy and sell it, failure is swift and certain.

The retailer who adopts a sound policy, and sees to it that that policy is carried out in every section of his store, is on safe ground so long as he carries out that policy consistently and keeps his eyes on his own establishment. If his policy proves unprofitable he should have a way of finding this out before it is too late, and adopt a new policy which will work better.

But the moment the retailer turns his eyes to what his competitors are doing, and, finding they are under-selling him, begins to cut his own prices, in spite of the fact he knows he cannot afford to sell his goods any lower than he is already selling them for, he begins to dig a pit for his own feet. Instead of getting excited, the retailer should go over his own proposition carefully, assure himself that he is right, and then go serenely ahead along the lines he has laid out for himself. That means certain success.

Watching reckless competitors and imitating their methods, is simply to fall into the trap they lay for you. Let the other fellow sell at a loss, and go to the wall, if he wants to.

The retailer who succeeds is the retailer who makes sure he is right, and then goes ahead. The essential thing is not to imitate others, but to stand your tub on its own bottom, keep your stock moving, and use as much originality and energy as you are possessed of, to make the greatest number of turnovers of stock possible each year. The increase of profits is, under such circumstances, a mathematical certainty.

WHO IS THE BEST BUYER.

Is he the man who buys the most goods or the man who buys the cheapest goods. No, and strange as it may seem, he is not the man who always pays least for the goods he buys.

The best buyer is the man whose goods sell best. The keynote of successful buying is to make the salability of the goods—not the price—the first consideration.

When an article is offered to a buyer his first thought should be, "Is it good? Will it sell? Is it a money-maker? If not, I do not want it at any price."

Slow-selling goods which remain a long time on the shelves are dear no matter what you pay for them. The successful buyer considers first whether the article offered will sell readily at a fair profit and then, and not till then, he endeavors to get the lowest possible price on it.

It is not the first cost of the goods which counts, but what can be made out of them—all things considered. It may even be good business to pay more for one article as compared with another because you can make more out of it.

HOW MEN WON SUCCESS.

I have on my desk a list of 1,000 successful men of this nation. By "successful" I do not mean mere money-makers, but men who have given us new conceptions of steam, electricity, construction work, education, art, etc. These are the men who influence our moral as well as physical lives. They construct for better things. How these men started in work is interesting. Their first foothold in work is a fine study.

Three hundred started as farmers' sons, 200 as messenger boys, 200 were newsboys, 100 were printers' apprentices, 100 were apprenticed in manufacturing, 50 began at the bottom of railway work, and only fifty had wealthy parents to give them a start.—Geo. F. Brown.

Spring Ads. Clipped from Canadian Newspapers

Specimens of the Announcements Made by Hardwaremen in the Maritime Provinces, Quebec, Ontario and Western Canada—Examples of Both Good and Bad Publicity Methods—Readers are Requested to Send Samples of Their Ads. for Criticism by the Editor.

April is housecleaning time and the hardware store advertising should be tuned to the music of the broom, the vacuum cleaner, the carpet beater and the paint brush. Unless the window and newspaper ads. carry wireless messages to the brain cells of the housewife who overhauls her castle and the "hubby" who bends his knee to wield the tack-hammer, some other more enterprising store will get the business.

Akin to and a part of housecleaning necessities are paints, stains, brushes, stepladders, wheelbarrows and garden tools, as housecleaning also includes the raking up of the lawn and garden, the whitewashing of the cellar, the repairing and painting of the fences and the setting of wire fencing around the flower beds and garden. This done the garden must be dug and planted, storm windows and doors taken down, the house repainted and screen doors and windows put into place to keep out the disease bearing flies which delight to sweeten the juices sucked from the manure pile with morsels from the sugar bowl on the kitchen table or pantry.

With such thoughts as these in mind, and with a clean new stock of hardware before him, the merchant, or the clerk who has the store advertising in charge, should with pencil and paper map out a series of ads. for the local papers, using a liberal space to bring before the town and country people the fact, (a) that they need some goods and (b) that "Black & White's store is the best place to buy hardware."

Write as You Talk.

In writing ads. there should be no attempt at smartness, but a free and easy style should be adopted, care being taken not to make the "talks" too stiff and unreadable. Think of Farmer Brown and Bill Smith, the good-hearted captain of the local ball team, both of whom are well-known to you and write just as you would talk to them if they came into the store. You wouldn't hold up your two hands and tell them that they will need other tools when doing their housecleaning.

More likely you would say: "Brown, I'm selling quite a number of vacuum cleaners this spring. They're catching on fine and they save the women a lot of work. Why not get one for your wife—she's got her hands pretty full looking after those young children. If you want to try one before you buy I'll rent one to you for a day or so—you can do the whole house in less than a day."

Or you'd say: "Bill, I was up past your house on Sunday afternoon and noticed that it's beginning to look a bit shabby. It might last another year before repainting but it pays to keep the wood well covered with lead. Why not give it a coat or two yourself this spring. Dark browns are a popular color and that would look fine on your house."

Then you'd follow up by quoting prices and boosting the line of goods you handle. And that's just what should be done in the ad.—name your goods and tell what you sell them for. A merchant might as well hand the editor of the local paper a couple of dollars for pure charity as to pay him to put in a card giving merely the firm's name and a list of the goods he sells.

Too many merchants place ads. in the local paper because they believe "the paper helps the town and it ought to be encouraged." And too many local publishers accept business on that basis rather than pointing out to the merchant that advertising is purely a business proposition in which the editor receives money in exchange for publicity which, if the merchant and the editor work together properly, will be mutually beneficial.

Some Friendly Criticism.

On the opposite pages the spring announcements of seventeen hardware merchants are reproduced, the clippings being made from the first week in April issues of the local papers. Through the various ads. housecleaning, paint and gardening lines predominate with minor references to builders' hardware, sporting goods, heating and cooking stoves. With the possible exception of Nos. 10, 11 and 16, all are seasonable and the copy was newly-written. No. 11, however, might have stood unchanged since a year ago, while No. 16 was equally as seasonable six months ago as now. No. 10 might have been timely a month or two ago, but the space could have been used to far better advantage now in talking spring and housecleaning goods.

The time was when the average merchant changed his advertising copy when the season's changed and the lazy printer brought discredit upon his paper by running snow shovel ads. in June and fly screen ads. in December. It is encouraging to note that Canadian hardwaremen are taking more interest in their advertising and treating it as a business proposition which must be made to not only pay for itself but bring

profit to the merchant as well as the printer.

The printer has made a splendid job of No. 1. The display is very artistic and effective, the rule work being well chosen and only two series of type being used in the entire ad. The copy, however, was poor from a business bringing standpoint. The ad.-writer had a bright thought—one which might have been used very effectively on a window card in a window display of housecleaning goods—but it was out of place in a newspaper ad. and would not bring the advertiser nearly as good results as if the space had been used to make announcements such as are given in Nos. 5, 6 or 12.

"Early spring hardware" is a good beginning for No. 2, but the matter which follows is not strongly written nor well set. The printer has used nine faces of type in the ad. and mixed capitals and lower case in a hopeless jumble. Had the ad.-writer divided the ad. under different headings and given some explanatory matter following each article the effect would have been better and the printer might have made a better job.

"Suggestions for Housecleaning" in No. 3 is another good catch line, but here again the ad.-writer has failed to back up the articles suggested with either prices or descriptive matter. The printer, too, has failed in his art, his effort apparently being to fill up space with as big type as was available. The bottom half of the ad. is particularly bad as an example of typography.

"Housecleaning Helps" in No. 4 is lacking in much the same way—no prices or reading matter and merely a lot of big type suggestions with a typographical error in the heading.

"Friday Savings" in No. 4 is a typical departmental store ad., the space being ruled off in uneven sections giving each article a character of its own. Small cuts are used to illustrate some of the items but whether cuts are used or not each item is described and prices are quoted in such a way that customers are led to believe that each price is a "special" for the day only, whereas most of the quotations are at regular figures. There is no doubt about the paying ability of this style of advertising as it has been proven repeatedly. In this ad. only ten cuts are used to illustrate twenty-four lines, this being pointed out to show that the lack of cuts should not deter other merchants to adopt this style of writing "copy."



YOUR TWO HANDS

~~ARE NOT~~

"The Only Tools You Need"

For House Cleaning.

COME TO US FOR THE OTHERS.

R. CHESTNUT & SONS

THE HARDWARE PEOPLE.

I

SUGGESTIONS for HOUSE CLEANING

Alabastine,	S. W. Paints,	Step Ladders,
Jelly-Stone,	Harland Varnishes	Wash-Tubs,
Murexco,	Enamels,	Pails,
Whitening,	Brass Rings,	Tack Hammers,
Simm's Brushes.	Carpet Beaters.	Vacuum Cleaners.

If you intend to decorate your kitchen, let us install one of our line of

STEEL RANGES. 3

They make your kitchen Bright and Cheery.

For a Square Deal and Value for Your Money go to

Connely, Fairweather Hardware Co., Ltd.

Stanley Mills & Co., Limited Stanley Mills & Co., Limited

[illegible][illegible]

**EARLY SPRING
HARDWARE.**

Everything points to an early Spring. HARD-
WARE and PAINT will be wanted early.
We have a BIG Stock and can
make Prompt Shipments.


EVERYTHING FOR HOUSE CLEANING:
ALABASTINE, the best Wall
Coating
**PAINT, STAINS, & VARN-
ISH**, in handy cans
Brushes, Mops, Brooms, Slep-
Ladders and Washtubs,
Three Styles of Washing Machines,
American Clothes Ringers,
Color or call for Color Cards of FLOORGLAZE
or S. W. P.

THE A.C. THOMPSON Co.,
LIMITED.

2

House Calenng
Helps.

A large Assortment
of the following
now in Stock



Ready-mixed
Paints, Stains,
Varnishes,
Floor Paints,
Whitening,
Alabastine, Kalsomine,
Floor Wax, White Lead,
Oils Turpentine, Brushes

BENT & CO. HON.
REBETALIZED city

North Sydney. C. B. **4**

WAR SAVED US

A DOLLAR MADE

You are after the Dollar same as every person
You can make them by buying Goods from us

We have a large quantity of Feeding on hand, which we have greatly reduced for Cash, and by buying now in place of April or May, you can save \$5 one very 100 ads.

We have one more and second hand Heaters on which you can make big interest on your money, by buying now for next winter, in place of the 10% interest on your money, for like next six months you can make from 30 to 40 per cent.

With spring and housecleaning time, you will require Paints and Varnish, Furniture Polishers, etc. Our Spring stock is just in and we can fill all your wants promptly.

We have a limited quantity of Holly-wood Paint left which we are selling at a greatly reduced price. First come, first served.

When house cleaning do not lift your carpets, but rent our Vacuum Cleaner, It does it better than beating, which we have proved by using it after a carpet has been beaten by getting lots of fine dust out of it.

Why not have a Vacuum Cleaner of your own, to use regularly in place of sweeping? You never have any dust, therefore no housecleaning time and your carpets always look like new. We have them for sale.

Are you going to use any Portland Cement? This summer we have the best cement in the world, "The National," which is considered the best Cement on the market. Therefore, we will be in a position to take care of your wants.

Let us figure on your "Shedding Linings, Reroofings, Blinds, and all work requiring cement."

Does your Lawn Mower require sharpening? Let us know and we will get it and have it ready for you for spring. Do not leave it until you want to use it

DO IT NOW

CHAS. C. LEE

STORE 'PHONE 22. HOUSE 'PHONE 112

**The
Labor
Question**

is regard to each day can be made a great deal easier by using a

**CLOTHES
LINE
REEL**

PRICE: HEADS \$1.40 each.

Telephone 412 **7**

**Armstrong, Smyth &
Dowsell, Limited**

Wholesale and Retail
HARDWARE

SPECIAL OFFER
FOR HOUSE-CLEANING TIME

MURESCO

In many Beautiful Tints, for Wall and Ceiling Decoration. This is a Snap. Don't fail to take advantage of it **THIS WEEK.**

5 lb. Package for . . . 35c

Bluestone . . . 16 lbs for \$1.00

Kelly Hardware Co., Ltd
930, Rosser Ave. 8

Everything for the Farmers
AT CAMPBELL'S

Fertilizers, all kinds; Swift's, Bowker's,
Pacific Guano, Bone,
Grass and Clover Seed, Potatoes, Oats, Field
Seeds, Garden Seeds. Barbed and Plain
Wire, Foultry Netting, Plow, Harrows,
Cultivators, Wheelbarrows, Farm-
ing Tools, Forks, Shovels, Hoes,
Spades, Rakes, etc.

CHURNS **CREAMERS**

Builders' Materials

NAILS, PAPER, ROOFING,
LIME, CEMENT,
TOOLS all kinds,
PAINTS, OILS, BRUSHES,
SHINGLES, Spruce and Cedar.

LOWEST PRICES.

9

G. D. CAMPBELL & CO'Y
WEYMOUTH

HEATING STOVES at COST.

I am offering the balance of my stock of Heating Stoves at cost, consisting of Oaks and All Tights, Coal or Wood.

Headquarters for:

**Factory Milk Cans,
Creamers, Milk Pans,
Milk Strainers,
Cheese Vats, and
Weighing Cans, etc.**

Call and see my **10**
Iron Clad Milk Pails

**C. B. SPEAR, CHURCH AVENUE,
SUSSEX, N. E.**

Shelf & Heavy Hardware.

B. J. SMITH & SON, Child St.

11

Muralo 12 Wall Coating

We strongly recommend this superior Wall Coating because it is hygienic, attractive, clean and durable.

Anybody can apply it. The directions being so simple and easy to follow that good results may be obtained by any man or woman.

Muralo can be applied in pure white or in plain tints, and can be stenciled, frescoed, stippled or embossed in relief.

Price, 40c per 5 lb. Package

MAVITY & SONS, LTD.,

100 N. 3rd St., St. Paul, Minn.

THE PERFECT

Stainless and various ideal finish for Floor in fact anything to which you wish to add color.

It is easy to apply or coat water. Cost desired and the finished in ten

Quarts—Cover

Plants—

1-2 Pints—

1-4 Pints—

Gold, No. 5.

T. MAVITY & SONS, LTD.,

100 N. 3rd St., St. Paul, Minn.



Used in '86

EVERY farmer should own a set of our Borekas, Shovels, Churns and his wife will never ask him to stay in the house to do the churning. It works so easy that an "old timer" would prefer to be inexperienced and do the churning himself.

A **BA**ys he that you get a coupon on the Plans that is to be given at our store.

C. T. LAIRD

The New Hardware
Opposite the Larkin Block

Garden Tools

Spades
Hoes
Forks
Garden
Rakes
Lawn
Rakes
Wheel-
barrows

Our
Stock is
Complete

14

DEAR BROS
HARDWARE CO. LTD.

McGregor's
HARDWARE STORE

Now is the **PAINT**
Time to

The appearance of your property counts. When you add a new coat of paint, why not use the best?

Sherwin-Williams
The name is enough.

Try Sherwin-Williams floor stains and wax, nothing better on the market.

Are You Intending to Laundry Curtains?
We are selling up to date stretchers. Better get a set and save time and labor.

Garden Tools?
We have an up to date assortment of everything—Hoes, rakes, shovels, shears, sprayers.

**Builders' Hardware, all kinds,
at very low prices.**
See our new assortment of Locks. **15**

Fishing Tackle of All kinds

We have up to date tinsmiths and plumbers. Get our prices. All work promptly done and guaranteed. Sharple's Cream Separator, the best on the market, try one and be convinced.

Pulspote for plastering, nothing can beat it for finish and covers 5 yards to 100 lbs.

Cement and Tile and Brick

JAS. N. MCGREGOR
OAKVILLE

China-Lac
CAST VARNISH STAIN
Exhibates operation and is in
the Fifth Floor, Lincoln, Oldfield,
but the house that can be latched
and is not affected by either but
be washed or cleaned as often as
it remains the same.

(10) brilliant durable colors.

75c	34	7 coats,	75c
18	"	"	40c
36	"	"	25c
18	"	"	15c


5c; Aluminum, Mo. 5, 15c

1000 GALS. ST.

Malleable Steel and Iron Ranges

Buy from the Local Dealer

When you want a Range, a Stove or in fact any piece of Hardware or house furnishing in our line, it will pay you to deal with the Carman Hardware Company, and not with a pedlar or transient trader, who may be here to-day and away to-morrow. Some years ago a couple of pedlars unloaded a number of Ranges in this community, to the regret of the buyers, who have since found it difficult to obtain either repairs or furnishings.



Reasons for Buying at Home

You will get full value for your money.

You will pay less for your Range, value for value, than you will pay for it when buying from the pedlar

You can renew furnishings at any time without delay or inconvenience.

You are patronizing home industry and keeping money in circulation, and building up your own town and district by spending your money at home.

THE CARMAN HARDWARE COMPANY

In No. 6 is a practical demonstration of this point, not a single cut being used although each article is given a place by itself. The ad. is weak, however, in having a rather time-worn saying as a heading and in having nothing to relieve the reading matter talk. Had each paragraph been merely started in capitals in want-ad. style the eye would have been attracted sooner. The talks on the saving to be made on buying stoves in the spring and the renting of vacuum cleaners are very timely.

Three Regina Ads.

The announcements of three Regina hardware firms are made in Nos. 7, 13 and 14, the single column style being ap-

set and ought to encourage inquiries for "garden tools."

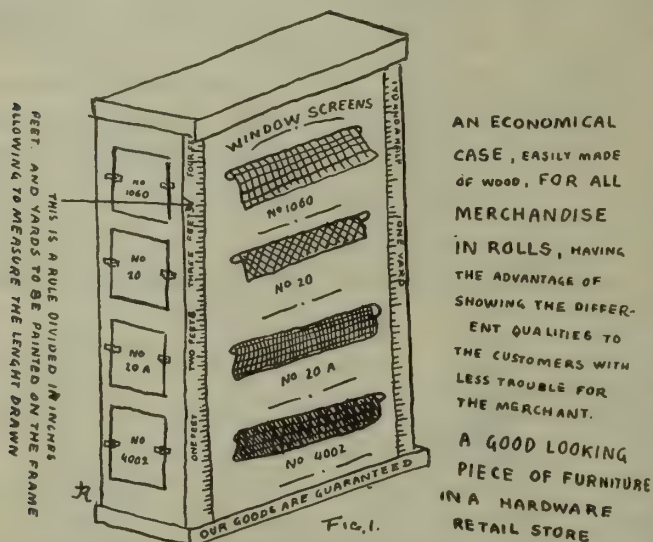
No. 8 is a timely ad. which should result in many sales. The ad.-writer might, however, have told more about Muresco, how easily worked it is, how much a 5-pound package would do, etc. In No. 12 is a good example of this in connection with Muralo and China-Lac, the space in No. 12 being taken full advantage of.

No. 15 is a typical country newspaper ad., seasonable, suggestive, argumentative, but minus descriptions or prices on articles advertised. The proofreading is very bad and the matter is not displayed to the best advantage.

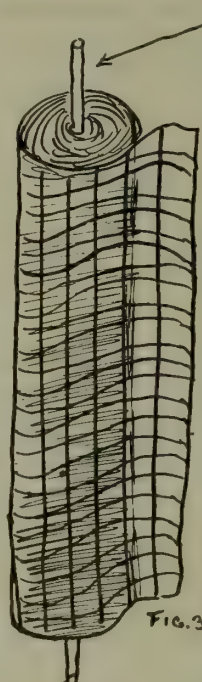
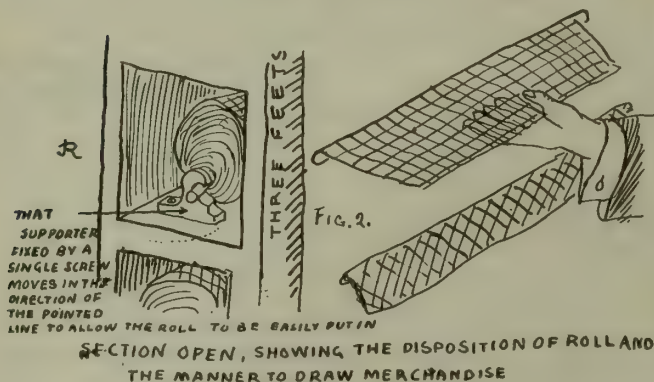
ing a display case which can be used for wire cloth, building paper, or other material which is sold from the roll.

Fig. 1 shows the case set up in the store with samples of four sizes of screen showing. The side of the case is marked off into inches, feet and yards so that the material can be measured as it is taken from the case. The case can, of course, be made in any size required.

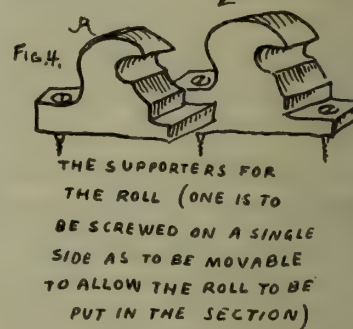
Fig. 2 shows one of the sections at the end open to illustrate how the roll of wire cloth (Fig. 3) rests upon supports (Fig. 4) which bear the weight of the roll and allow it to run smoothly, the supports being fastened at the open end in such a manner that it can be



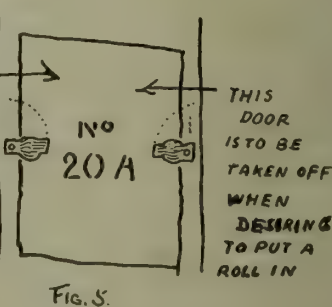
YOU CAN MAKE AS MANY SECTIONS AS YOU HAVE QUALITIES OR KINDS



THIS STICK IS TO BE INTRODUCED IN THE ROLL LIKE THIS AND EACH END IS TO BE SUPPORTED BY THE WOODEN PIECES SKETCHED BELOW



THIS DOOR, A PLAIN PIECE OF WOOD, IS FIXED TO THE FRAME BY THE MOVABLE WOODEN CATCHES SCREWED IN THE FRAME ITSELF



parently popular in the Saskatchewan capital. No. 7 is used to push one line only, clothes line reel heads being quoted at \$1.40. The typesetting has been skimmed, the light face being set on a machine to save labor. The ad.-writer, in paying for space to push one line should insist that the printer properly displays the matter. "The labor question" occupies space that should be given to featuring the article and price. In No. 13 the heading "used in '86" may have local meaning but does not seem to have anything to do with the churns that are being pushed and which are not priced. No. 14 is attractively

For a special announcement No. 17 is calculated to do effective work. "Buy from the Local Dealer" and "Reasons for Buying at Home," are good headings and both are backed up with strong arguments why purchases should be made from reputable dealers in the home town rather than from the fly-by-night pedlar. The insertion of an ad. of this kind ought to do effective work if published before the pedlars get busy in a district.

DISPLAYING WINDOW SCREENS.

Jean Roby, Montreal, has forwarded the accompanying sketch illustrat-

swung to one side to allow the roll to be admitted into the case. Fig. 5 shows how the door is attached to and removed from the case.

Every hardware store has to face the problem of displaying wire cloth, screen doors and windows to advantage and the time for bringing them to the front is during April before the flies become a nuisance. With the suggestions made by Mr. Roby, any hardware clerk, who is handy with the hammer and saw, can make a case which will not only keep the stock of screen cloth in order but assist in making sales in the most expeditious manner.

HARDWARE TRADE GOSSIP

Ontario.

John Chapman, of J. Chapman & Son, North Augusta, is dead.

Wm. J. Cowan, hardware merchant, Simcoe, has assigned to W. C. Everett.

MacLennan & Co., MacLennan, Ont., have succeeded Christenson & Cove, of that place.

Hymen Miller, of the Miller-Morse Hardware Co., Winnipeg, is visiting Toronto this week.

F. A. Johnston, manager of the J. C. McLean Belting Co., Montreal, spent a few days in Toronto this week.

G. A. Mackenzie, Ontario sales representative of the Gillette Safety Razor Co., was a caller at the Toronto office of Hardware and Metal on Thursday.

J. B. Reade, buyer for the Kennedy Hardware Co., Toronto, who was laid up for about ten days, threatened with typhoid fever, is back again at his desk.

John Pendrel, for thirty years a hardwareman on Dundas street, Toronto, died suddenly at Grace Hospital, that city, on Saturday last as a result of an operation. The funeral took place last Monday afternoon.

S. E. Waffle, Ontario representative of Alex McArthur & Co., Montreal, has resigned as councillor in Smith's Falls, on account of the re-instatement of a dismissed chief of police. Mr. Waffle headed the poll in the recent elections.

J. R. Henderson, president of Brandram-Henderson, Ltd., passed through Toronto last Sunday on his way back to Montreal from California, where he had been spending the past few weeks visiting his son and looking over his fruit properties.

C. A. Brige, president, and F. H. Whitten, general manager of the Canada Screw Co., Hamilton, were in Toronto on Thursday on their way back home from Montreal. Mr. Brige was also returning from a visit to U.S. points.

The Consolidated Plate Glass Co., Toronto, are installing in the new Lumsden-Cummings building, corner Adelaide and Yonge Streets, Toronto, two of the longest plate glass fronts ever placed in Canada. These light are 202 inches in length, which is considerably in excess of the longest plates ever previously used.

R. Hinrichs, who formerly looked after the interests of the Gurney Foundry Co. between Brantford and the Detroit river, has been appointed manager for Alberta of the Gurney Foundry Co., with headquarters at Calgary. D. W. Rose, formerly of VanTuyt & Fairbank, Petrolia, succeeds Mr. Hinrichs on the ground between Brantford and Windsor. Mr. Rose, at one time traveled for H. S. Howland & Sons, Toronto.

Quebec.

L. O. Lasalle, St. Jacques, Que., was in Montreal this week on a buying trip.

C. F. Smallpiece, Montreal manager for Taylor-Forbes Co., Guelph, has been on a trip to Quebec.

John A. Nutter, formerly manager of the Fairbanks Scale Co.'s branch in Montreal is dead.

The Canadian Fairbanks Co., Montreal has been authorized to increase its capital from \$650,000 to \$900,000.

Gravel-Duhamel, Montreal, have gone into voluntary liquidation in accordance with a resolution passed by the shareholders.

The Council of the British National Rifle Association has decided to admit the Ross Rifle in all competitions for service rifles at Bisley.

F. Wilkinson, formerly managing director for B. & S. H. Thompson & Co., Montreal, is going out west, where he may probably locate in business.

Geo. W. Reed & Co., Montreal, have secured additional land adjoining their

N. W. Gould has sold his hardware business at Wetaskiwin, Alta.

R. B. Wilkinson, Content, Alta., has opened a branch of his hardware store at Clive, Alta.

Maritime Provinces.

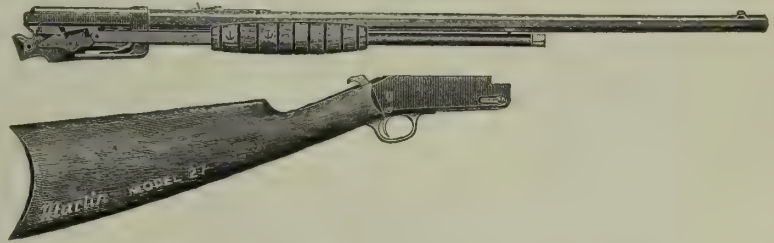
J. A. Lawlor and J. Cain intend starting a hardware business at Fredericton. The new firm will be known as Lawlor & Cain.

LINSEED OIL CLIMBING.

Just as Hardware and Metal goes to press, linseed oil advanced another 4c, making an increase of 8c in all during the week, and bringing the market well over the \$1 mark.

NEW MARLIN RIFLE.

The Marlin Rifle Co., New Haven, Conn., are introducing a new model, No. 27, which they say is the only pump-action repeater made in 25-20 and 32-20 calibers, being designed for such game as rabbits, woodchucks, foxes, wolves and



New Marlin Model 27, Take-Down Rifle.

present premises, and will built a three-storey office. They are also enlarging their factory.

The hardware store formerly owned by J. Kieffer, at Point St. Charles, has changed hands and will in future be run by the Standard Hardware Co. under the management of J. Riddell.

The Allen-Schofield Co., Montreal, has been formed for the purpose of manufacturing builders' hardware specialties, automobile and marine hardware. E. T. Allen is president and manager, W. Frank Murphy, vice-president, and in charge of the sales department, L. C. Schofield, secretary-treasurer, and W. G. Borland in charge of the office.

E. K. Spinney, Yarmouth, N.S., was a caller on the Montreal office of Hardware and Metal this week. Mr. Spinney has just returned from his annual visit to the Old Country. He has done the trip now for 35 consecutive years, which is something of a record for length of time. Mr. Spinney reports trade as being good in the Maritime Provinces, and prospects very favorable.

Western Canada.

Samuel Coff has opened a hardware store at Calgary.

R. O. Bird has bought out the Reliance hardware at Tofield, Alta.

A. F. Fugh is commencing a hardware store at Tofield, Alta.

deer. The take-down construction is invaluable for convenient carrying and cleaning. The take-down is very simple; by unscrewing thumb lever screw on right side and thumb screw on left side the gun can be taken apart as shown in the illustration. Beveled shoulders take up any wear. The action parts are locked in place and cannot be lost out, but are instantly removable when desired, without using tools, making thorough cleaning easy. The mechanism is wonderfully simple and strong—with no small or weak parts to get out of order. The ivory bead front sight and Rocky Mountain adjustable rear sight are equally adapted to hunting or target work. The trombone action and special smokeless steel barrel are also features claimed as exclusive with this rifle.

FOR TARIFF REFORM.

"The Empire and Its Commerce" is the title of a pamphlet dealing with the trade of the British Empire written by Thos. D. Challoner, F.C.A., of Newcastle-upon-Tyne, England. The writer treats of the commerce of Britain and her colonies, bounties and taxation. Mr. Challoner makes out a fair case for tariff reform, his pamphlet being widely circulated in England during the late election campaign. At present the pamphlet is in its third edition.

HARDWARE^A & METAL^D

Established

1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

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IRON MILLS TO MERGE.

The latest rumor in connection with the proposed merger of various iron and steel mills is that the Dominion Iron and Steel Co. are interested in the offer to purchase the Montreal Rolling Mills. This is incorrect, however.

The Dominion Iron and Steel Co. were mentioned in this connection some time ago but more recently the understanding has been that the merger would include the Hamilton Steel and Iron Co., the Canada Screw Co., the Canada Bolt and Nut Co. (with mills at Brantford, Toronto, Belleville and Gananoque), and the Montreal Rolling Mills. There has been trouble in securing the approval of the Hamilton Steel and Iron Co.'s shareholders, however, they holding out for \$9,000,000 in stock in the new company, whereas, they have only been offered \$7,500,000 in merger stock for their \$3,000,000 of Hamilton Steel and Iron stock. This seems to have upset arrangements as it is now said that the merger will be gone on with without any steel company being included, it being purely an iron mill consolidation.

That the proposition is progressing is evident from the fact that the directors of the Montreal Rolling Mills issued on Thursday of this week a circular to shareholders advising them to accept the private offer made of \$300 per share for stock which has been quoted at \$250. Replies are requested by June.

A considerable step forward was made when the Canada Bolt and Nut Co. consolidated half a dozen mills under one head and if the Hamilton and Montreal mills join interests with the Canada Company having headquarters in Toronto, the finished iron products industry will be in a strong position and capable of competing successfully with the large United States corporations.

If no steel mill is included in the iron merger, it is probable that the merger of Canadian steel industries, suggested some months ago, will be gone on with and the leading Canadian iron and steel industries consolidated under two heads working in alliance with each other.

AIMS TO CURB COMBINES.

Hon. Mackenzie King, Minister of Labor, has introduced a bill in the Dominion Parliament, which aims to provide machinery for investigating charges that prices of commodities have been unduly enhanced by combines.

The bill, in brief, provides that where six or more persons are of opinion that a combine exists, and that prices have been enhanced or competition restricted by reason of such combines, to the detriment of consumers, they may make an application in writing to a High Court judge for an order directing an investigation into such alleged combine. If upon such hearing the judge is satisfied that there is reasonable ground for believing that a combine exists which is injurious to trade, or which has operated to the detriment of consumers, and that it is in the public interest than an investigation should be held, the judge shall direct an investigation. The Minister of Labor then chooses a board of three members to investigate the alleged combine, which if found guilty, is liable to a fine of \$1,000 a day and costs for each day it offends after the expiration of ten days from the date of the publication of the board's report in the Canada Gazette.

The bill has been introduced late in the session and as it is an important measure, it is likely to be held over until next Parliament before final adoption. Mr. King will have the sympathy of a large body of Canadian citizens in his endeavor to restrict the harmful influences of trusts and combines, while leaving trade associations free to continue their regulation of the minor details affecting their various industries.

The chief defect of the bill proposed seems to be the ease with which a handful of individuals could cause business enterprises a lot of trouble by compelling them to present books and other documents in court to disprove charges which may or may not have been laid by responsible persons. A discussion of the features of the bill is desirable and wise action would be taken in referring it to a committee of the House or allowing it to stand over until the next session of Parliament.

HEAVY RAILROAD PREPARATION.

Among the many signs of the developing prosperity of the country must be included the equipment purchasing of the

railroads. There is no surer indication of how trade is going than the preparations made by these great corporations to meet anticipated traffic. From time to time our railroad managements have placed large orders for equipment, and now the C.P.R. has just placed its second million-dollar order this year for 1,000 box cars. These cars are being turned out at the rate of fifteen per day, and both orders have to be completed in time to attend to this year's harvest, which is expected to be a bumper one. In addition to this order, which has been placed with an outside company, the C.P.R. are building twenty-four cars a day at their Angus works, Montreal, a total output of nearly forty cars a day to meet the coming demand.

It is preparations like this that convey confidence to those who want more than general opinion before they are satisfied as to a country's prospects. When men who have their pulse so truly on the situation, like those constituting the management of our great railroads, start such equipment provision there can be little room for doubt.

The placing of these orders, in their turn, help to make trade go ahead. Railroad purchasing in no inconsiderable item in the trading of a country. It can help to swing the metal market, and can stimulate the wheels of industry far beyond the place in which the order is being filled. Thus wheels within wheels, the railroad preparations now taking place in Canada, probably in comparison much more heavy than that occurring in the States, is sweeping us on to a record year in all branches of commerce.

BUYING AWAY FROM HOME.

At a recent meeting of the Lindsay Board of Trade the subject of business men buying from catalogue houses was discussed and complaint made that a certain Lindsay hotelman was buying most of his supplies from Toronto.

Other complaints followed, amongst them being the statement that the wife and sister of one of the most active merchants present at the meeting had been on a buying tour in a Toronto departmental store a few days previously.

There is not enough loyalty to fellow business men or to the town. The hardwareman says he can get a better selection of books from a Toronto dealer than in his home town. the drygoodsman thinks he can save a dollar by buying a rifle or a bathtub in the departmental, and the jeweler imagines he can make a saving by buying his boots or groceries by catalogue. Each asks for support from the town and county people, and then on the sly tries to pick up a "bar-

gain" which more often is a "gold brick."

Each merchant should set an example to others by buying at home. Even if the assortment of books may not be so large the local bookseller will be only too glad to get what is wanted at a fair price. Let him know what you have seen offered for sale and give him an opportunity of meeting the competition. And let each merchant do the same in other lines and there will soon be a better feeling all round and better stocks will be carried.

Support the local printer. Give him all the printing he can handle and then make him ex-officio chairman of the "Buy at Home" club. It will be to his interest to conduct a persistent campaign in his paper against mail order buying.

Every cent spent with a catalogue house in Toronto or Winnipeg helps to build up those cities at the expense of the smaller places. Every dollar spent with the home merchant helps to build up the town, increase the educational advantages and opportunities for enjoyment, while also helping to advance the values of town and farm property.

Our insane asylums are overflowing with patients, even the jails are being used to care for these unfortunates. And the more the cities are crowded and farm life made less enjoyable and more arduous, the more unfortunates will we have to live a living death as "the wards of society."

Support the "Buy at Home" movement.

DELAYED PAYMENTS.

A reprehensive custom, quite contrary to honest business ethics, has grown up of delaying the sending of cheques in settlement of an account from one to two weeks after the first of the month, although the cheque itself is signed the first. Naturally the cash discount is taken, although by the delay in sending the cheque all right to the rebate is lost.

It cannot be admitted that this is fair dealing with the firm awaiting payment. The cash discount is given on a perfectly plain agreement, and there is no excuse for this little trick. Of course, it is easy to see where comes the benefit to the senders of the cheque. They have time to get their own cheques in before the one sent out is presented.

The question of holding the cheque is their business, but the fact of taking a discount that is lost by the delay in receipt is a breach of agreement, and is a different matter altogether.

The signers of the cheque may not be responsible for the delay. We will put it that the bookkeeper, with his eye on his banking account, keeps back the cheque for a few days. But a firm is

responsible for the acts of their servant.

Let business be done fairly and squarely. Let one firm feel that they can rely upon the business morality of another, and that no tricks can possibly make their appearance. We are all in business to make money, but let it be done without resorting to ways that make us lose the respect of those with whom we are doing that business.

HELP CANADIAN ZINC INDUSTRY.

A bill introduced by Hon. Wm. Templeman is now before the House of Commons at Ottawa authorizing the expenditure of \$50,000 for investigating processes used in the production of zinc and for making experiments for the promotion of the production and manufacture in Canada of zinc and zinc products from Canadian ores.

The bill has already been read a second time and been considered in committee, and it will likely be passed.

Some \$2,500,000 was voted several years ago for a bounty on lead production, and and of this \$1,000,000 remains in the treasury. The present bill proposes to expend \$50,000 of this balance on zinc experiments.

There are no zinc smelters in Canada at present. One was started at Frank. Alta., some years ago, but the proposition was not a success. Lead and zinc are closely allied in the ores of British Columbia and to save the zinc, which at present goes to waste, the Government has consented to conduct experiments in Canada, the United States and in Europe.

The discussion on the bill brought forward some interesting information. Lead miners had been exporting zinc ores to the U.S., but the Payne-Aldrich tariff so increased the duty that this is no longer profitable. The presence of zinc in lead ore has been found to be a detriment, because in the process of smelting from 8 to 12 per cent. of the zinc is lost and cannot be recovered. It is only in Canadian ores that lead and zinc are so inseparably united. Dr. Haanel, of the Department of Mines, will conduct the experiments at the Nelson smelter, and the most expert metallurgists in America and Europe will assist, and all present processes for smelting zinc will be investigated.

SELL STOVES IN THE SPRING.

A good many hardwaremen who sell stoves consider the fall months as the only time for selling stoves and make no effort to push the sale of ranges in the spring. This idea might have had some force a decade ago, before hot air and hot water systems displaced base

burners and heating stoves in thousands of town and rural homes, but nowadays the spring is an even better time than the fall, from many standpoints, in which to sell ranges and the most progressive stove dealers fully recognize this.

The up-to-date merchant does not wait for business to come to him—he goes after it—and just as he can develop a lot of business during the summer months by encouraging customers to overhaul their furnaces, etc., during the summer months, so can he capture a good many orders for ranges in the spring and summer by canvassing for them, rather than waiting until the near approach of cold weather bestirs the householder into action.

When spring housecleaning is being done and the housewife is dissatisfied with her old range is the proper time to sell new ranges or make up a list of prospects to be followed up before canvassers for other concerns have time to get the business. And in the spring and summer the average customer has more ready money to outlay on a new range than in the fall and winter when coal has to be bought and cold weather necessitates other expenditures.

The manufacturer's system of dating stove sales for payment in the fall, even though delivery is taken in the early summer, should also encourage stove merchants to make an extra effort to make sales in the spring and summer. If sales have to be made on time payments, for instance, what better time, for both merchant and customer, can the sale be made than in the spring. Payments can commence when winter fuel expenditures stop and the new range can be paid for before next winter's coal bill is due. And on sales of this nature the merchant has the purchase money in hand to meet the manufacturers' account, when it comes due. He is really doing business on the manufacturer's credit at no cost to himself and he can, therefore, sell on closer terms than the furniture houses who make a specialty of the credit business.

In the Maritime Provinces the stove merchants have, in recent years, made a special effort to push stove sales in the spring and have succeeded so well that April and May now compare very favorably with September and October in business done. The gas range business probably deserves first attention in the towns and cities in Ontario and the west, but the encroaches made in recent years by furniture men on the stove business indicates that hardware and stove merchants must revise their methods if they are to hold this branch of their business and the sale of stoves and ranges in the spring and summer seems to be deserving of greater attention.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Tin— $\frac{1}{2}$ c cut.Copper— $\frac{1}{2}$ c cut.

Wringers—List price advanced \$4 a dozen.

Linseed Oil—4c advance.

Toronto.

Pig Iron—English irons down 50c.

Linseed Oil—Advanced 5c.

Copper—15c a hundred lower.

Wringers—Up \$4 a dozen.

Sheets and Plates—Advancing.

MONTREAL.

April 15.—The set back in the primary markets weakened metals locally, and tin and copper were both quoted $\frac{1}{2}$ c lower for fair jobbing lots. Lead and spelter were unaffected in price. Business continues very good especially in medium lot purchases. The smaller buyer has been very active all the way along. He comes into the market as he wants the metal, and his orders in the aggregate total up much heavier than many people imagine. From inquiries received it looks as if the larger users were thinking of taking more metal again. The sagging in the markets may influence them, although it is generally the case that a falling market does not stimulate trade to any great extent.

The regular boat service of iron, plates sheets, etc., is anxiously awaited. Iron is wanted, and trade will be stimulated when the traffic is in regular swing. Iron and steel in the States have not looked so promising. Buying has been quiet, and there has been a tendency to easier prices. Cleveland warrants have also sagged.

The bears in the English tin market have been on top again, and prices went away back. Legitimate buying is reported dull. Statistics as to copper were very unfavorable, and with a heavy increase in domestic stocks the market naturally weakened. The position of Wall Street as regards copper stocks is also having a bad effect. After being a long time on the £23 mark, spelter weakened in the English market. All the way round the primary markets have proved very disappointing.

Pig Iron—There is little new as regards the pig iron situation. The direct importing season has not yet started. Users of Old Country iron will be glad, however, when the regular service is in operation. The metal is badly wanted, as some heavy contracts have been placed. Canadian furnaces report no change in the situation. Plenty of work on hand, and no great anxiety for new orders. The market is firm in tone. Conditions

in the States are not so favorable. Buying is reported to be quiet in both iron and finished steel. Orders are from hand to mouth. This, and the lessened production, inclined to make the markets easier in tone.

Tin—With the sagging in the primary markets, tin locally weakened $\frac{1}{2}$ c, and jobbing quotations were around 35c. Good business was reported, and inquiries promise good trading in the near future. It is to be hoped that the primary markets will strengthen, as a steady decline would cause intending buyers to hold off. The fall in tin in England was somewhat of a surprise, as the market held very well last week, and looked to be steady. Tin, however, is not to be depended upon.

Copper—In sympathy with the primary markets, copper locally declined $\frac{1}{2}$ c, and prices were quoted at 14c. Buying is reported as being very good, some heavy lots going by boat to lower ports. Inquiries are also promising, and more interest has been taken in the market. The producers' statistics in the States played great havoc with the markets. A heavy increase in domestic stocks, and the failure of producers to knock much off their output, put things into very bad shape. It is a tremendous task expected of consumption to catch up with such a production, and yet at the same time take care of the heavy stocks that have been accumulated, not only in America, but in Europe. Copper wants careful nursing, and this, it is not getting.

Spelter — Spelter is unchanged with trade reported as being very good. The larger buyers for galvanizing purposes are still in supply and are not yet ready to come on the market. The English market has fallen away from the £23 mark, such a reaction is only natural, after the way in which figures have held.

Lead—Lead is unchanged both for imported and domestic. Good business has shown up, and jobbers seem satisfied with the trade. The English market is fairly steady for the time being.

Scrap—The market is unchanged, and business is fairly good. More scrap seems to be offering. We quote: Copper and wire 11 $\frac{1}{2}$ c; light copper bottoms, 10c; heavy red brass, 10c; light brass, 6 $\frac{1}{2}$ c; tea lead, 2 $\frac{1}{2}$ c; heavy lead, 2 $\frac{1}{2}$ c; No. 1 wrought iron, \$12; machinery cast scrap, No. 1, \$16; stove plate, \$12.50; miscellaneous steel, \$7.

TORONTO.

April 15.—The metal situation remains steady. There is not the increased activity hoped for and in general the market is slightly easier. Quotations are not so firm as at the beginning of

the month. Iron and copper prices are slightly lower and plates and sheets are firming up for an advance promised next week. It seems now unlikely that the Customs authorities will interfere with the operations of the dumping clause of these goods coming into Canada.

Demand for iron is splendid, but jobbers find themselves better fitted to supply orders than has been the case earlier in the year. Stocks are none too large just now, and they will be much lower before imported irons come up the St. Lawrence, but metal men feel in a position to look after any business developing. Industrial plants using other metals are running at capacity, and the tariff question out of the way for a time at least has tended to help on business.

Pig Iron—Conditions in the iron market are much the same as during the past fortnight. A hopeful feeling prevails, but quotations are hardly as firm. Clarence and Cleveland irons are from 50 to 75 cents per ton lower, the new figures being \$21 and \$21.50 for either. Other irons remain unchanged. Summerlee is still unsteady with quotations ranging from \$23 to \$24 for the better grades; No. 3 Middlesboro, \$21.50 to \$22; Glengarnock, \$23.50, and Jarrow, \$21.75. Orders are yet heavy for Canadian foundry and quotations are still high at \$22.

Copper—While business is still brisk, the market has developed an easier feeling and quotations are lower. Casting ingots are now at \$13.85 and lake copper around \$14 a hundred, a decline of 15c at least. Production is going on at an enormous rate, and although brass foundries and electrical supplies concerns are running night and day in America and running at capacity in Europe using up immense quantities of copper, consumption is not at all catching up with production. Although the March output was reduced about 5,000,000 pounds, deliveries are getting smaller.

Tin—This metal is again showing strength. Prices this week while standing at last week's figures are firm. Demand is active and stocks are small. Present shipments from the east are said to be the lowest since 1900.

Lead—Unchanged in price, at \$3.70 for Trail and \$3.80 for English business in lead is rather more active. The situation is improving, and stocks are fairly high.

Sheets and Plates—While an advance has not actually taken place in Toronto some outside points are quoting higher figures. Local metal men state that all tinplates, black sheets and galvanized sheets are advancing and that next week prices 10c higher will rule. The Customs Board's failure to lift the dumping clause is said to be the cause of the higher prices. Up to now orders going out were deliveries of earlier bookings,

but since the opening of April much new business has developed, and jobbers state they cannot sell profitably at the old figures.

Spelter—This metal is unchanged in price and condition. If anything the market is slightly easier. Quotations are at \$5.90.

HARDWARE MARKETS

MONTREAL.

April 15.—The strain on the shipping departments of the various jobbing houses becomes increasingly heavy. Business for the month is away ahead of the same period last year, and the year before, and the movement is so general and well distributed that it is expected to culminate into magnificent fall business.

Although water navigation is not open in all directions, the lower ports are in use, and this has tended to stimulate trading to the parts concerned. The somewhat unexpected spell of cold weather has probably tended to keep back business, especially locally, but orders generally are so good that the check has not been noticed. Booking has improved for fall lines, such as lanterns, blankets and sleigh bells, and for guns and ammunition.

The bulk of the trade is in immediate delivery orders of a sorting up character, and good quantities of refrigerators, lawn goods, builders' hardware, carpenter's tools, swings, hammocks, garden seats, and general house hardware are being dispatched. A strong demand has arisen for railroad supplies, construction camps being now in full progress. This and the general industrial activity, have made heavy hardware a strong feature.

The markets are firm in tone. Wringers, owing to the increased cost of rubber, and other raw materials, have advanced \$4 per doz. Other lines are unchanged.

Spring Lines—Merchants are displaying anxiety to get their orders dispatched promptly, which is a good sign. The demand is a most general one, and all lines of hardware are in request. Lawn mowers, hose, garden ranks, refrigerators, freezers, hammocks, garden seats, tin ware, and housecleaning utensils are prominent. We quote: Lawn mowers, low wheel, \$2.55 to \$2.75; 9 in. by 12, \$3.30; 9 in. by 14, \$3.55; 9 in. by 16, \$3.80; 10½ in. by 12, \$4.15; 10½ in. by 14, \$4.25; 10½ in. by 16, \$4.65. Garden hose, good quality, 60 off, medium 60, 10 and 10, fair 70 and 10. Hose nozzles, \$3.50 per doz. up. Couplings, \$1 per doz.

Builder's Hardware—A good class of hardware is in demand from all sections of the country. Some heavy individual orders have been received, while very few general hardware orders are without requests for lock sets, butts, bolts, escutcheons, etc. The market is firm, and we quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts—The demand keeps

apace with the other lines, and good assorted orders are shipping out freely. We quote: Discounts on carriage bolts, ¾ and smaller, 70; machine bolts, ¾ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Miners' Supplies—With the development of mining operations the demand for supplies are increasing, and jobbers report heavy shipment. We quote: Miners' picks, 16½c; pick handles, \$1.85 ors' hammers, 16½c; pick handles, \$1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

Harvest Tools—A strong movement is reported in harvest tools. Rush orders are increasing, the early seeding going on in many places hastening the demand. The market is firm, and we quote: Harvest tools, 50 and 5 off; sythes, cast steel, \$6, better grades, \$7 and up; grass hooks, \$1.60 to \$2 per doz.

Heavy Hardware—Heavy hardware is showing up much better than in the two previous years. Good consignments are going to all the large industrial centres. The market is firm, and we quote: Chain coil, ¼, \$5.25; ½, \$3.80; ¾, \$3.50; 1, \$3.25; 1, \$3.25; anchors, 4½ lb. up; merchant bar iron and mild steel, \$1.90; steam gauges, \$1.50 each up; injectors, \$4 to \$18 each; and steam gauges, 35c to 80c.

Railroad Supplies — Construction camps all over the country are now settling down to steady work, and the demand for supplies is increasing. The market is firm, and we quote: Shovels, \$6.75 a doz. and up; picks, \$3.85 a doz.; track levels, \$1.75 each.

Sporting Goods — Bookings for guns and ammunition are reported better. Fishing tackle, and baseball and lacrosse outfits are now shipping in great strength. A good movement is reported in boat supplies, such as cleats, rowlocks, tackle blocks, and turnbuckles.

Wire—Wire lines are showing spring movement, and good assorted orders are going out. We quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire No. 9, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30 straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

April 15.—Another big week was experienced by hardware jobbers. The present season is eclipsing the selling record of any year in recent times. Deliveries are calling for shipping staffs

to be enlarged, and as well they are working into the night.

Spring and early summer goods are going out in great volume and new orders received call for repeats almost as large as the original bookings.

Prices are firming up on all lines. Wringers have advanced \$4 a dozen. As the discount is 20 per cent, this means an increase of \$3.20 a doz. on all makes. The high price of crude rubber is said to be responsible for the higher figures. Hose has not advanced of late, though present prices are higher than last year. Buyers who are not already covered will have to pay 70 and 5 instead of the 70, 10 and 5 of last fall.

Spring Goods — Shovels, spades, scoops, rakes, hoes and all garden and farm implements are decidedly active, and smaller garden tool sets for the small city and town plot are demanded extensively. Summer goods like lawn seats, mowers, rollers, etc., are beginning to move much better than at the commencement of the month.

Household Goods—Cleaning utensils are the most prominent lines at present, and tubs, pails, washers, wringers, mops, brooms and brushes are particularly active. Preserving tools and fruit presses, parers and stoners are going forward with a majority of the orders filled. Refrigerators and ice cream freezers, water coolers, etc., are coming to the front, as are screens for windows and doors, which showed greater activity from day to day.

Builders' Hardware—Local hardwaremen are not so sanguine of big business as they were a month ago. They believe that the year will show just as good a record as last season, but they greatly fear a building trades' strike on May 1. They state that already a great many bricklayers have gone west and a number of carpenters to towns in the Niagara peninsula. Jobbers aver that the outside towns are buying more largely than last year and better quality goods, too—roofing papers and metal sidings are brisk.

Tools—The city is not ordering except spasmodically. Hammers and saws appear to be the principal tools going forward. There is at present a good call for machine tools.

Rubber Goods—Wringers have gone up \$4 a dozen because of the high price of crude rubber, and orders for hose will have to be placed at 70 and 5 instead of the 70, 10 and 5 on orders already booked.

Sporting Goods—Some lawn games' supplies are now moving—tennis and croquet sets. Baseball supplies are very active and so are fishing rods and lines and tackle generally. Bicycles are fair, and some few sales of firearms have been made.

Heavy Goods—Wire nails are increasing rapidly in demand. Present shipments are very heavy. Pipe is selling fairly well, but rods and bars have not shown the great strength anticipated. Prices hold firm and the market is good.

Trade News from the Atlantic to the Pacific

Fredericton Store Making Enlargements — Additions Being Made to Belleville and Berlin Industries—Owen Sound Gets New Factory—Building Active in all Parts of the Country.

HALIFAX.

April 13.—The volume of orders that are coming in for seasonable lines of hardware are very satisfactory. The season for many of the lines is much earlier than usual, and therefore the activity is much greater. The demand for fishing supplies is exceedingly heavy. The Lunenburg fleet is larger this year than ever before. So far this season sixty vessels have fitted out for the Banks, and more are to follow. All of these vessels required large supplies and trade benefited greatly thereby. In addition to these vessels the shore fishermen are getting ready, and they are now buying supplies. Paints are in good demand, also rope, canvas, tar, etc.

In the building trade there is not very much doing at present. Nearly all the large contracts that were out are about completed, and outside of the new building for the Y.M.C.A., in this city, there is not much in sight. It is expected that the tender for the Y.M.C.A. will be awarded this week. The building will probably cost \$150,000.

The hardware travelers that have been in the Cape Breton districts report business good, despite the strike in the colliery districts. The dealers are placing satisfactory orders, and the collections are considered good for the time of year.

ST. JOHN.

April 12.—George McAvity, president of T. McAvity & Sons, returned last week from a visit to a number of United States cities, where in company with Mr. Barlow, superintendent of the foundry business, he was looking over foundries, with a view of getting ideas for the building of an enlarged plant. Mr. Barlow is still away, and is continuing his inspection of plants in various cities with an expert engineer. Before returning to St. John they will probably visit Port Arthur and look over the site that has been offered there. Mr. McAvity states that they must have a site that is accessible by rail and water and the plant which is to be built will employ at the start not less than 500 men and within two years would require from 800 to 1,000 men. A large amount of new machinery has already been ordered and Mr. McAvity says it will be necessary for them to decide very soon where they will locate, as the machinery will be ready for delivery in a short time, and they must know where to have it shipped.

W.E.H.

FREDERICTON.

April 8.—James S. Neill & Sons, Ltd., who recently succeeded Jas. S. Neill in

the business he has conducted for the last forty years, and which was founded by his father, the late John Neill, in 1851, are making many alterations to their premises, one of which is a new stove wareroom 30 x 100 feet in size.

The new company are also planning to enlarge their branch store, conducted under the name of Tweedale & Co. It was reported that they intended to close this branch, but they will enlarge it instead.

Mr. Neill is one of Fredericton's most prominent business men. He has taken an active part in the building up of the city and has been a member of most of its public bodies. He was one of the founders of the Board of Trade.

KINGSTON.

April 13.—John McKelvey, hardware merchant, has been confined to his house for some time, with a severe illness.

For the want of funds, the recommendation of the Board of Health, that a plumbing inspector be appointed, is likely to be thrown out by the council, for this year.

Although there was no order that all dogs should be muzzled, some hardwaremen report quite a few muzzles were sold.

Work has been commenced on the new building for the Kingston Shipbuilding Co. It will be 125 x 62 feet, two storeys high.

BELLEVILLE.

April 12.—The Belleville Brass Goods Co. are changing their name to the Springer Lock Mfg Co., Ltd., the re-organized company to be under the managing directorship of W. C. Springer, formerly managing director of the Belleville Hardware Co. A new foundry, 60 x 90 feet and one storey high, is being added to the plant in preparation for taking up the manufacturing of other lines of builders' hardware. About 60 men are now employed, and the number will be added to when the additions are completed.

BRANTFORD.

April 12.—The contract for the new McCrae gasoline engine factory at Dunnville, has been awarded to Albert E. Faulkner, of this city. It consists of two buildings, 50 x 196, and 60 x 116. The contract price is \$13,000. The plans for the third new building, to be erected by the Union Realty Co., have been prepared, and tenders will be called for next week.

A local dry goods firm has made arrangements for an excursion from Paris and other points on the Grand Valley

radial, to compete with the counter-attractions offered by the Hamilton firm. Some years ago, the merchants in general followed the plan of securing low rates on all steam and electric roads into the city, but it has been allowed to lapse. It would seem that the time was ripe for a re-openng of the scheme.

The Brantford Cordage Co. has let the contract for a large addition to their factory, to Schultz Bros. The addition will be 150x98 feet, and will be utilized for 50 high-speed spinning jennys. It is expected that with the increased floor space and heavy new machinery, the output will be increased 60 per cent.

Fred Canfield, who for some time has been employed in the Brantford Screw Works office, has been transferred to the Canada Bolt Co.'s Toronto office, and was presented with a gold-headed umbrella before leaving for his new position.

Harry Cockshutt will erect a new residence on Dufferin Avenue, to cost \$15,000.

R. A. McKiggan and George A. Davison, hardware merchants, plumbers and tinsmiths, have dissolved partnership. The latter will conduct a hardware business in Sicamous, B.C.

Chapman & McGiffin, of this city, have prepared plans for the new separate school at St. Basil's. The tenders will be asked for in about a month's time, the building to be of two storeys, with six rooms, to cost about \$18,000.

Building permits issued include Jesse Wood, brick dwelling, Cayuga St., \$1,200; A. McDonald, Terrace Hill, \$800; Barber-Ellis Co., brick addition, \$1,700; E. Crocock, brick dwelling, St. Paul's Ave., \$1,000; A. J. Berry, brick dwelling, Brock St., \$900.

Grandview school trustees may build a two-room addition to cost \$6,000; or a new 4 or 6 room school to cost, \$12,000.

WELLAND.

April 12. — Complaints are general among Welland business men, that peddlers are interfering with the regular merchants, and means will be taken to stop them. By-laws were passed against peddling without a proper license, but the peddlers seem to believe that they can resume their former practices without being checked. A.T.W.

BERLIN.

April 12.—The Onward Manufacturing Co., Berlin, announce that they intend erecting an addition to their factory, as the present building is inadequate for the manufacture of their sliding furniture shoes. Their vacuum cleaner business is also growing rapidly, as hardware dealers have found their sale a profitable side line.

OWEN SOUND.

April 11.—Atkins & Hardy are the movers in a new industrial concern, which will be established on the west side of the Bay. They were in Toronto

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

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FOR SALE—25 gallons Martin-Senour 100% Pure Paint. First-class shape. All choice colors. Only 18 months in stock. Price \$1.45, in quarts. Write. W. A. Matthews, Cannington, Ont. (16)

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BUSINESS CHANCES

FOR SALE—General hardware and stove business in the town of Chippawa, Ont., complete set of tinning and gas-fitting tools in first-class order. Central location, cheap rent and good business. Good place for a good man. Good reasons for selling. P.O. Box 77, Chippawa, Ont. (16)

FOR SALE—Hardware and stove business; \$5,000. Nice clean stock. Store for sale or rent. In town of 1500 inhabitants. Three railways. Box 2, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg, Man. (16)

FOR SALE—General hardware and stove business in Ontario. Good farming district; two railways; stock and fixtures about \$4,400. Good reason for selling. Will sell at 80c. on dollar cash. Box 957, **HARDWARE AND METAL**, Toronto. (16)

FOR SALE—Up-to-date hardware, furniture and undertaking business for sale in new Western town, two years old. 1908 turnover \$14,000; 1909 turnover \$32,000. Ill health reason for selling. Box 10, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg. (10tf)

FOR SALE—Stove, Tinware, Plumbing and Heating business. Stock and tools five thousand dollars. Established business. Box 977, **HARDWARE AND METAL**, Toronto. (19)

HARDWARE, STOVE AND TIN BUSINESS for sale. Stock about \$5,000. Small village in Grey County; no opposition. Complete set of tools. Good reasons for selling. Box 978, **HARDWARE AND METAL**, Toronto. (17)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

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COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (1f)

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THE NATIONAL CASH REGISTER COMPANY guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (1f)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

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WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writepress Company, Ltd., 33 John St., Hamilton, Ont. (1f)

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TINSMITHS WANTED—For cities and towns in Western Provinces. Must be acquainted with Sunshine Furnace and McClary's wares. Give experience, name of present employer and references. Apply in handwriting to McClary's, Winnipeg. (16)

WANTED—Experienced hardware clerks for wholesale hardware. State experience, salary, also give references. Miller-Morse Hardware Co., Winnipeg. (17)

WANTED—Tinsmith for South-Western Manitoba. Wages \$3 per day. Apply Box 980, **HARDWARE AND METAL**, Toronto. (16)

WANTED—First-class tinsmith. A steady job the year round for right man. The Oxbow Hardware Co., Oxbow, Sask. (17)

WANTED—Experienced traveler for hot water steam heating and plumbing supplies. Must be able to figure and draw up heating plans. Apply, stating salary and experience, to Manager The Gurney Standard Metal Co., Calgary, Alta. (16)

SITUATIONS WANTED

SMART, energetic traveler, with 6 years' experience calling on Ontario hardware, implement and lumber trades, desires position with reliable firm. Box 955, **HARDWARE AND METAL**, Toronto. (19)

SITUATION WANTED in western city, Edmonton preferred, by young man with four years' good experience. All references. Box 976, **HARDWARE AND METAL**, Toronto. (16)

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TINSMITHS' HELPER AND PATTERN BOOK, by H. K. Vosburgh.—A useful handbook for tinner and sheet metal workers. It treats of simpler problems in pattern cutting occurring daily in shops. Contents include Diagrams and Patterns, Epitome of Mensuration, Tables, Rules and Recipes. Price \$1.00, postpaid. MacLean Publishing Co., Technical Book Dept., 10 Front St. East, Toronto.

PERIODICAL DEPT.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **BUSY MAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to day. The Busy Man's Magazine, Toronto.

last week, and purchased machinery for the manufacture of wood fibre. And have let the contracts for the erection of a concrete building, 40 x 60 feet.

CHATHAM.

The Anhut Motor Car Co. of Detroit has definitely decided to locate here. The capital of the American concern has been increased from \$150,000 to \$300,000, the stock and premises of the Chatham Motor Car Company have been purchased, and the concern is in a position to start operations here at once. This is Chatham's second automobile factory, the Swift Motor Company, of Detroit, having also located here.

The local branch of Parsons Fair. is conducting an extensive sale, preparatory to closing out. Geo. Parsons, proprietor of the branch here, has purchased the store of his brother, Richard Parsons, at Goderich.

LONDON.

April 16.—J. A. Brownlee has just installed a particularly fine plate glass front to his stove store on Talbot St. Each window is made up of four panes running from the floor, and supported, in addition to the sash, by three lacquered metal rods. Corrugated glass is used at the top. The platforms have been taken out entirely, and will not be replaced. The value of this arrangement for a stove store is easy to understand. It used to take five men to lift a range into the window, for instance.

The Brownlee store has been as well lighted as most hardware stores in the city, but that is not saying a great deal. The change is very noticeable. From the market square, which the store faces, a person can look clear to the back of the store, not only in the day time, but at night when two large gas lights are used in the rear of the store. For the lighting of the windows, four 16 c.p. electric lamps are to be used in each. About 400 square feet of glass has been used in the new front.

A four-storey apartment house is to be erected on Waterloo Street, by M. F. Martin. W. G. Murray is the architect.

W. Skinner, of the Dennis Wire & Iron Works, is in Victoria Hospital with appendicitis.

The Hobbs Hardware Co. are erecting a large building on York Street, north of their present factory. It is about 200x180 feet, one storey and basement, and is intended to accommodate heavy goods. The walls are sufficiently heavy to permit of additional storeys being added later, when the whole stock may be moved in.

The Salvation Army have completed plans for a new barracks in East London, on Rectory Street, to cost \$4,000.

The city council this week awarded a contract for 2,000 feet of rubber hose to the Mechanical Rubber Co., of Cleveland. The Dominion Rubber Co. put up a strong fight to get the contract awarded to a Canadian firm, and the af-

fair resulted in hot discussion, both in committee and council.

Christopher Hagner was sentenced by Judge Macbeth to three months in Central Prison on two charges of stealing white lead from J. E. Young and Cowan & Co. He secured 500 pounds by telephone orders, and afterwards sold part of it.

W.E.E.

LEAMINGTON.

April 9.—Harry Lendon, hardwareman, has sold his warehouse near the Pere Marquette station to Greenhill & Moffat, and will erect a completely fire proof warehouse in the rear of his new store on Talbot St. The warehouse will be built of cement blocks with a concrete floor, while the roof will be covered with steel, thus practically eliminating all danger from fire.

H. C. Danforth has resigned his position in W. A. Barr & Co.'s hardware store at Merlin and is leaving for the Northwest.

W. A. P.

WINNIPEG.

April 13. — Gunn Bros., Winnipeg, have contracted to supply all the fire proof construction in the new Canada Permanent building, to be erected in Edmonton. They have also completed the installation of fire proof doors and windows in the Great West Life building, Winnipeg.

J. Drew, Le Ross, Sask., and J. Froelish, Seamans, Sask., have each opened hardware stores in their respective centres. The Miller-Morse Co., of this city filled their orders.

An expert from the Barnet Refrigerator Co., Renfrew, Ontario, is to conduct a demonstration here next week, in the Robinson & Co. store.

Retailers are rushed at the present time supplying the demand for paints, varnishes, plumbing and sporting goods. All lines, however, are moving well, and it is encouraging to note the interest dealers are taking in the various side lines, which they are introducing into the business. A local retailer recently stocked a small oil heater, which is very serviceable during the summer months, when a stove or range is not wanted. The article is meeting with success, and more retailers could handle it.

The Kobolt Tool & Cutlery Co. is the name of a new hardware firm to open business on Main Street in this city, next month. G. A. Kobolt, real estate broker, J. Cooper, traveler for the Ashdown Co. and F. Waters, manager of the tool department, Ashdown retail store, are the contracting parties. The line of goods to be handled are exclusively wholesale and retail tools and cutlery.

The Credit Men's Association, of Winnipeg, have made application for a charter of incorporation. A meeting was held in the travelers' club on the evening of April 13, and the following subjects were discussed:—Greater interest in the co-operation of credit men;

joint action in obtaining extension of the Bulk Sales Act; the establishment of a fraudulent debtors' fund; improvement in obtaining reliable credit information; the discussion of all matters pertaining to the safeguarding of credit.

VICTORIA.

April 8.—Several new business blocks are to be erected in the near future. Work will start almost immediately on a three storey building to cost \$15,000, for Finch & Finch, a two-storey brick structure on Government Street, for J. Vair, to cost \$10,000, and a three storey block for Sweeney & McConnell on Langley St. to cost \$15,000.

Pemberton & Sons are to put in their own electric light and power plant in the new six storey Pemberton block.

Work will commence at once on a five storey building to be erected on the Bowker property on Fort St.

The Y. M. C. A. are calling for tenders for the plumbing and heating work to be done on their new building.

Building permits for March exceed those of last March by over \$100,000, making an increase of over 100 p.c. The figures are March, 1909, \$121,640; this year, \$244,260.

Turner Beeton & Co. are calling for tenders for an addition to their present shirt and overall factory.

The Dominion Trust Co. have instructed H. S. Griffiths to prepare plans for an eight storey block to cost over \$100,000 to be erected on the corner of Government St and Wharf.

J. L. Skene has been awarded the contract for the new Y.M.C.A. building. The contract price was \$60,000.

VERNON B.C.

April 6.—Merchants in Vernon, B.C., will close their stores at noon on Wednesday of each week, beginning with the first Wednesday in April and continuing until the end of September, so that the clerks may have a weekly half holiday. This custom has obtained for several years in Vernon, and the half holiday is also observed in other towns in the Okanagan district.

GURNEY SALESMEN CONVENTION.

The annual convention of the Gurney Foundry Co.'s Ontario traveling salesmen held at the company's King street offices, Toronto, on Monday, Tuesday and Wednesday last, was attended by about 30 salesmen. There was no set program for the convention, but open discussions took place on the selling of boilers, range trade talking points, credits, advertising, and salesmanship in general. E. Holt Gurney looked after the arrangements.

The social features were theatre party Monday evening; luncheon at Simpson's Tuesday, followed by an inspection of the splendid kitchen equipment of that store and dinner at National Club in evening. On Wednesday afternoon the party were taken in automobiles to visit the company's plant at West Toronto.

GIVE US GOOD PAINT

is the cry of the Contractor, Painter and Householder.

Stephens PAINT

SATISFIES THE DEMAND

Place *Stephens* Paints on your shelves and become the popular paint house of your town. The ladies like to buy a nice, clean, easily-opened package, and they are always pleased with the results. That means repeat orders. Send us your order now! We will ship the same day we receive your letter.

G. F. STEPHENS & CO., Limited

Winnipeg, : Man.

Branch at Calgary, Alberta.

Corrugated Iron

We make it—either painted or galvanized in 3, 4, 6, 8, 10 foot lengths. In 27½ inch or 33 inch widths.

Metal Siding and Shingles

Galvanized or painted, all weights.

SEND US YOUR ORDERS

Winnipeg Ceiling & Roofing Co.

SHEET METAL MANUFACTURERS

Fort Rouge

Winnipeg

SENT FREE TO ANY ADDRESS

One Catalogue of Technical Books for HARDWAREMEN.—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

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ECONOMY SIDE WALL REGISTER



□ Is cast from original bronze patterns, is exceptionally well finished and attractive.

□ Face has large area, and being convex, offers little resistance to passage of warm air currents.

□ Face is attached to frame with one set screw.

□ Frame has flaring base, which permits of the use of a large, unobstructed box and supply pipe.

□ Is made in standard sizes, 7x10, 7x12, 8x13 and 10x13.

□ It will way you to get our prices before making up your season's supply of register boxes.

Pease Foundry Co., Ltd.
TORONTO, ONT.

Pease-Waldon Co., Ltd.
WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, April 15.—Although the movement of goods is expected to be much greater after the opening of navigation, yet such lines as the wholesalers and jobbers have on hand are greatly in demand. Repeat orders are frequent for building lines such as paper and metal siding, and this in addition to the summer lines tends to make an altogether heavy hardware trade. The mania for building has gripped the west, and an excellent season is anticipated for hinges, locks, hooks and blocks. Paints and varnishes form a heavy section of the season goods, and this will continue during the summer months.

The rapidly increasing population (many hundreds arrived this week), and the continuance of fine weather are assets to the trade as a whole. Many new stores are opening throughout the west, and two opening orders were filled last week in Saskatchewan.

Apollo galvanized sheets are expected to advance soon, due to the application of an increased dumping clause duty, which came into effect April 1.

Wholesalers report financial conditions in good shape and collections are being made satisfactorily. The credit men's association recently formed, are endeavoring to induce the retailers to take their discounts. Retailers will find this much to their advantage.

The local retail trade is in good condition, paints being the chief item in demand.

Winnipeg Market Quotations.

Wire—Barbed wire, 100 lbs., \$3.15; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron, No. 0 to 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to 1, \$5; No. 2 and larger, \$4.75; feather-weight, \$6.15.

Horse Nails—"M R M" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$2.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3 per keg base; pressed spikes, \$3.50 base, usual extras.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 31c; 10, 34c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes — 6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains.—5-16, \$5.60, ¾, \$5.50; 7-16, \$4.80.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 p.c.

Grindstones.—Per 100 lbs., \$1.65.

Wringers.—Royal Canadian, \$35; new easy, \$39.

Crowbars.—4½c per lb.

Solder—21c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9¼; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted. \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6. Sheet Zinc. — Casks, \$7.75; broken lots, \$8.50.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ⅜ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: ¼ in., \$3.50; ⅜ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼ in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Fittings. — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Appolo, 16 gauge, \$3.65; 18, \$3.70; 20, \$3.75; 22 and 24, \$3.85; 26, \$4.05; 28, \$4.45; 30-gauge or 10½-oz., \$4.65; Queen's Head, 20, \$3.85; 24, \$4.05; 26, \$4.45; 28, \$4.65.

Tin Plates—I.C. charcoal 20 x 28 full box, \$9; ½ box, \$4.75; IX. full box, \$11, ½ box, \$5.75; IXX. full box, \$13.50; ½ box, \$7.

Terne Plates—I.C. plates, \$8.50.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; Red Rose, 25½c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c-25c; acme lamp, 30c; White Lily 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100 pound drums, \$2.75; turpentine, bbl. lots 90c per gal.; linseed oil, raw, \$1; boiled, 3c per gal. advance on this price.

Gunpowder—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof do., \$8; honker in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

WESTERN TRADE NOTES.

J. Fraser, of Zobel & Fraser, hardware merchants, Weyburn, Sask., are succeeded by Mr. Worden.

A. Daoust, hardware merchant, Makinak, Man., has sold his business to J. Steve.

J. Anderson, hardwareman, Binscarth, Man., is succeeded by Brandle & Hope. McNeil & Parslow, Calgary, have taken over the hardware stock of J. S. Hopper, Monarch, Alta., whose illness has forced Mr. Hopper to retire.

W. R. Reid, in charge of the hardware department of the Northern Engineering Co., Fort William, has resigned to accept a similar position with Curry & Mitchell, Souris, Man.

Slough & Son, Granum, Alta., have sold their hardware business to D. M. Leyden.

Ask US to quote you for
PAINTS (READY MIXED)
DRY COLOURS

DISTEMPERS, VARNISHES, Etc.

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience; and know that we can compete

**HOYLE
 ROBSON
 BARNETT & CO.
 LTD.**

HEAD OFFICES:

**35 CLOSE, NEWCASTLE-ON-TYNE,
 ENGLAND**

CONTRACTORS TO

H. M. ADMIRALTY and WAR OFFICE
 To save time, please send samples to match and fullest particulars.

**Jardine Universal Ratchet
 Clamp Drill**

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

**A. B. JARDINE & CO.
 HESPELER - - - ONTARIO**



Sell Berger's Paris Green

IN selecting the Paris Green that you are going to sell to your trade, you should choose the one that will most effectively destroy the bugs and insects which infest the crops of the farmer and grower. Berger's Paris Green is *strictly pure*, is sure death to leaf-eating insects, and if properly applied does not cause foliage injury. You should handle it for these reasons and because it

*has a wide reputation throughout Canada,
 is a good seller,
 is light in gravity,
 stays well in suspension,
 contains less than 2% free arsenic,*

and is made by the latest machinery and methods in modern, up-to-date factories.

Berger's Green is put up in attractively labeled, absolutely tight packages, and can be handled without the necessity of washing the hands after each sale. Each case contains a certain amount of advertising for display purposes and for distribution over the counter. Write for further information to

THE SHERWIN-WILLIAMS CO.
 MAKERS OF PAINTS AND VARNISHES
 CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
 WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B.C.

"The Western Stove Makers"
W. J. COPP SON & CO
 MANUFACTURERS OF
EMPIRE STOVES & RANGES
 Fort William, Ontario.



Our Facilities for Making
Show Cases, Store Fronts, Special Cases, Fixtures, etc.

enable us to turn out this class of work promptly at moderate prices.
 Attractive and durable designs to offer you—they will help sell your goods.

Write us your wants and we will be pleased to quote.

The Winnipeg Paint and Glass Co., Limited
 EDMONTON WINNIPEG
 THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

A new barrel factory has been opened at Morristown.

The Scott Machine Co. will erect a plant at London.

The new tack factory at Morrisburg will be completed about May 1.

The Royal Canadian Flour Mills Co. will erect a mill at Kenora, Ont.

Dickenson & Scott are erecting a sash and door factory at North Vancouver

The Forbes Woolen Mfg. Co., Hespeler, will open a factory at Morristown.

The Crown Rubber Shoe Co. intend opening a factory at Quebec to employ 200 hands.

The Dominion Government Mines Branch will establish an ore concentrator at Ottawa.

The Toplin Timber Co., of Toronto, are erecting a saw-mill on the shore of Lake Sasquiaga, near Cobalt.

The contract for the deep water wharves at Gaspe, Que., has been secured by Messrs. Dussault, of Levis, at \$275,000.

Mr. Weatherup is negotiating with the New Liskeard council for the location of a flour mill at that place to cost \$25,000.

The new plant of the Western Canada Bag, Envelope and Box Board Co., at Sapperton, B.C., will be in operation by December 1.

The Hanbury Mfg. Co., whose head office is at Winnipeg, announces that they will at once double the capacity of their whole establishment, factories, mills, warehouses and offices, which will result in hundreds of extra hands being employed and thousands of dollars worth of new machinery being installed. The company expects to have these improvements completed by June 1.

Municipal Undertakings.

Hamilton's trunk sewer will cost \$476,275.

The proposed sewer at Kingston will cost \$19,000.

A sand filtration plant has been recommended for Brockville, Ont.

The Winnipeg Board of Control recommends that the contract for supplying water pipe be awarded to the Stanton Iron Works, Montreal, at \$18,131.

Public Buildings.

Markdale, Ont., will erect a new school house.

A \$12,000 school house will be erected at Elbow, Sask.

A new Anglican church will be erected at Merritt, B.C.

A new isolation hospital will be erected at Vancouver, B.C.

A new school house is being erected at Westboro, Ont., to cost \$15,000.

Presbyterians of Wrightville, Que., will erect a Protestant school at that place.

The Fort Rouge Methodist congregation, Winnipeg, will erect a new edifice to cost \$45,000.

The High Park Methodist Church, Toronto, will build a Sunday school building to cost \$20,000.

The congregation of the First Baptist Church, Vancouver, B.C., will erect a new edifice to cost \$100,000.

The Young Methodist Church congregation will erect a new edifice at Winnipeg to cost \$72,000.

The congregation of St. Andrew's Presbyterian church at Moose Jaw, Sask., will erect a new edifice.

Tenders will be received by Geo. Fisher, South Middleton, Ont., until April 20, for the re-construction of the schoolhouse there.

The by-law to borrow \$20,000 to be used in the construction of a new school in the Galician settlement near Portage la Prairie, Man., has been carried.

Winnipeg proposes to spend on the extension of General hospital, \$300,000; auxiliary hospital to General, \$100,000; isolation hospital, \$100,000; tubercular hospital, \$75,000; and morgue, \$25,000.

General Buildings.

Calgary Odd Fellows will erect a \$100,000 temple.

Clement Bros. are erecting a business block at Brandon, Man.

Willis & Co., Montreal, will erect a new building at that place.

H. A. Sinnott, Calgary, will build a large business block at Lethbridge.

A new municipal building will be erected at Sudbury to cost \$25,000.

F. Lashbrook has taken out a permit for a dwelling at London to cost \$5,000.

An English syndicate will build a warehouse at Winnipeg to cost \$100,000.

The Yorkton Forwarding and Storage Co. will build a warehouse at Yorkton, Sask.

Hang Bros. and Neilermoe Co., Winnipeg, will erect an \$8,000 warehouse at Regina.

D. L. Campbell will erect two dwellings and an apartment at Ottawa to cost \$14,300.

The Bell Telephone Co. will erect a new office building at Stratford to cost \$50,000.

F. Lindsay will erect a store and apartment block at Winnipeg to cost \$90,000.

C. H. Stephenson, Saskatoon, will erect a business block at that place to cost \$20,000.

The Bank of Montreal will erect a building at Moose Jaw and also one at Medicine Hat.

Carson, Falkner & Ladell will erect a block of stores and apartments at Winnipeg to cost \$25,000.

A chain of Carlton-Ritz hotels will be erected in Canada. The first will be built at Montreal to cost about \$3,000,000.

Carter, Halls & Adinger have been awarded the contract for the six-storey office building to be erected in Calgary for Leeson & Linehan.

H. B. Rugh, architect, is preparing plans for the Winnipeg Land and Mortgage Company's building at Winnipeg.

The Canada Life Assurance Co. will erect a large eight-storey office building at Vancouver.

The Bank of Montreal will erect a building at Winnipeg to cost \$950,000.

The Port Arthur Independent Order of Foresters are planning to erect a business block at that place.

W. Bruce, Winnipeg, is preparing plans for an apartment house to be erected by the Minnewaska Syndicate at Winnipeg.

The contract for the new Molsons Bank building to be erected at Edmonton, has been awarded to J. Dunlop of that city.

The Dominion Stock & Bond Corporation of Vancouver, will erect a 12-storey building at that place to cost \$600,000.

Recent building permits granted at Vancouver include: Western Home & Improvement Co., five houses, \$12,500; C. A. Gilbert, \$12,000; C. Godfrey, \$4,500; A. M. Sharp, \$2,500; C. Carmworth, \$4,000; Lewis & Marshall, \$3,800.

The Metropolitan Building Co., Wm. Holden and George J. Bauer, are erecting ten-storey steel-concrete buildings at Vancouver, and George Bower is also erecting an eight-storey building of the same type in that city.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

Hand and Platform Trucks—Catalogue No. 2, issued by Wm. & J. G. Greey, machinists, Toronto, is descriptive of hand and platform styles of trucks, express wagons, wheels, axles and all accessories as well as scoops. Hardwaremen will probably be more interested in the trucks, which include all kinds—railway, cargo, packing house, warehouse, factory, store and barrel trucks. The single-handle box truck for handling boxes and light package is a light, strong, handy and cheap truck, which may be hung on the wall when not in use. Push carts and skids are two

ALL INGOT METALS IN STOCK

A. C. LESLIE & CO.,
LIMITED
MONTREAL

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

**NOVA SCOTIA STEEL
& COAL CO., Limited**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Trust
the
Truss



Take advantage of our big "Boost the Bicycle" campaign—the big series of newspaper advertisements, window displays, booklets, cards, etc., which we furnish to our dealers. We don't want you to do it all, but give you constant and effective help.

The

IVER JOHNSON BICYCLE

with its truss frame, forged fork crown, spring fork, close machine work and superb finish, sells easily and always satisfies.

Write for our "Boost the Bicycle" Plans.

IVER JOHNSON'S ARMS & CYCLE WORKS

Manufacturers of Iver Johnson Revolvers ("Hammer the Hammer") and Single Barrel Shotguns

Factory and General Sales Office,

330 River Street, Fitchburg, Mass.

New York, 99 Chambers Street

Pacific Coast Distributors,
Southern Selling Agents,

Baker & Hamilton, San Francisco, Cal.
Henry Keidel & Co., Baltimore, Md.

THE SECRET OF GOOD IRON IS IN THE HEATING.

Our Bars are found by the trade to meet every demand or expectation.

There are no flaws in heating; the quality is uniform throughout.

**LONDON
ROLLING
MILL CO., LTD.**
LONDON, CAN. ®

**London
Bars**
are trade-builders.

other lines which the Greey company manufacture.

Helping the Stove Dealer.—“A Hot Campaign for the Dealer” is the title of a booklet now being published by the Gurney Foundry Co., Toronto. It contains suggestions and arguments that should prove helpful to the dealer handling Gurney stoves. Talking point cards, window cards, store hangers and travelers’ suggestions are emphasized in the booklet, and a couple of talks on new and special Gurney stove features contain some helpful ideas. A new feature of the Gurney-Oxford stove this season is the “Economizer,” a patented damper contrivance placed where the smoke pipe connects with the range and for

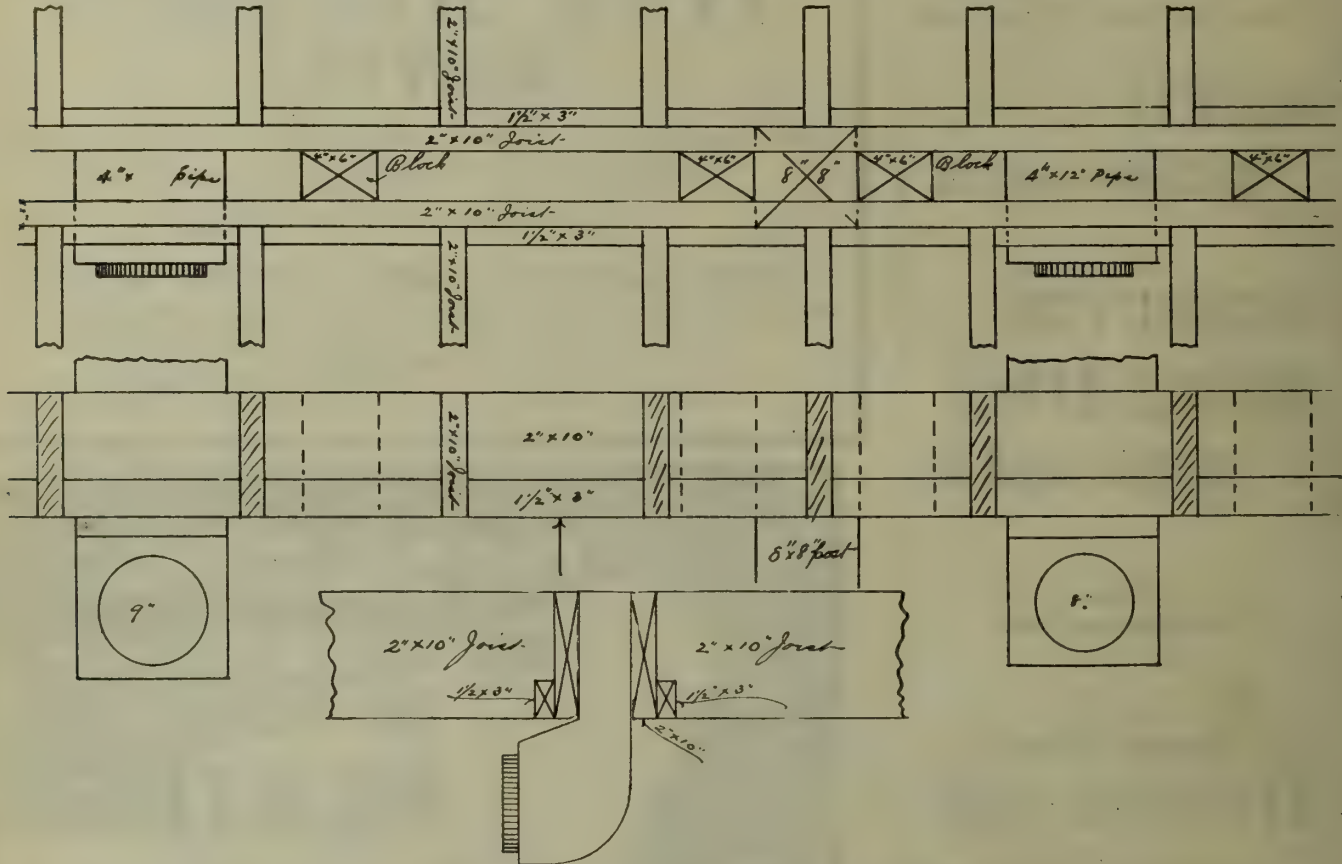
Sporting Goods Directory. — The Sporting Goods Directory for 1910, has just been published by Charles C. Spink & Son, St. Louis, Mo. The book consists of 152 pages and to any one desiring a guide to the sporting goods industry, the book is invaluable.

SIMPLIFYING FURNACE WORK.

The arrangement of wall pipes within a building for heating must of necessity depend on its construction, and as “J. M.” points out in a recent issue of the Metal Worker, the selection of a heating system is too often not considered before the building plans are completed and in many instances not until the building is under way, when it is very difficult to make proper provision for

As will be seen from the illustration, 2 x 10-in. joists are used and are held 4 in. apart by means of blocks 4 in. wide and 6 in. long and of sufficient depth to hold the joists in their proper position. Instead of using a heavy solid beam to support the ends of the joists, which either requires cutting away the beam or an expensive arrangement of piping, the use of which is attended with a large amount of friction, it is possible for warm-air pipes to be run up between the two joists as shown in the plan without any cutting being done by the furnaceman or the carpenter.

The two elevations give the front and side and show how the warm-air stack extends below the joists to receive the horizontal piping from the furnace. This arrangement of the joists and studding is not only advantageous to the heating



Architect's Plans for Simplifying Furnace Work.

which is claimed a saving of 20 per cent. of fuel. It creates a draft by drawing air from the room instead of through the fire, thus carrying kitchen odors up the chimney. Another helpful hint is the window display suggestion showing a range with a number of cards, each drawing attention to some particular feature, these cards being connected by cords with the part of the range described.

Talk to Salesmen.—E. C. Atkins & Co., Indianapolis, Ind., and Hamilton, Ont., have been issuing a monthly talk to salesmen entitled: “The Little Things.” The talks are on quality merchandise, and are supplied to retail salesmen in the hardware stores throughout Canada and the United States, 15,000 being now on the company’s list.

running the warm-air wall pipes in the right location and of the size to do good work.

It is encouraging to know that one architect has been giving some thought to arranging the floor joists and studding in a building to provide for the pipes to be run readily by the furnace heating contractor and without the necessity of cutting away wood work to install the piping. The accompanying plan and elevations were specified by the architect referred to for a high-grade residence built under his supervision.

The method of arranging the joists and studding is well worthy of consideration by the furnaceman, who should bring them to the attention of architects and builders within his field of action and particularly to those who ask his advice as to the arrangement of the wall piping within a building.

contractor, but also to the plumber, gas fitter, electrician and other mechanics who have occasion to run their pipes, wires or other fixtures up within the walls, so as to reduce the expense of their work and to enable it to be made to run as directly as possible to improve the service and yet without any injury to the building after it is erected. It also allows for the easy use of all the space between the studs, or even the studs may be readily set farther apart than the usual 16-in. centres and a wide wall pipe used.

This method of arranging the joists and studding is a step in the right direction and doubtless so progressive an architect would go further and increase the size of his blocks between the cross joists to 6 x 6 in., so that a 6 x 12 in. wall stack could be used, or even provide for a wider stack where rooms are large.

The Retail Paint Trade

HOUSEHOLD LINES.

In pushing his paints, the dealer should not neglect those lines which are mostly in demand for household use. Spring cleaning time is now at hand. The womenfolk, in turning the house inside out, will come upon many evidences of wear and tear. Chairs will need varnish, boards some stain, while the stove pipes, or the radiators, will look all the better for aluminum or bronze paint.

The dealer must go hot and strong after the womenfolk. They are becoming more and more important as buying factors, and certainly in household paint lines they are the ones to influence. The husband concerns himself with the exterior paints, but the wife is all important where interior decorations are concerned.

A good proportion of paint sales should consist of enamels, stains, etc. The dealer should push these lines more than he does. He should every now and then display a window of nothing else but household lines, and endeavor to make the window appeal most strongly to the women folk.

How many people fail to realize, even now, the change that a small tin of varnish can effect in a badly knocked-about chair, turning it into a most respectable and good looking article of furniture. Like charity, varnish, enamel, etc., will cover a multitude of sins. It is the place of the merchant to dispel this ignorance. A good drawing window, if not an attractive one from an artistic point of view, can be secured by placing a few articles of furniture, etc., in the window, one half of each commodity being in a dilapidated state and the other half glistening in a new coat of varnish, or whatever it may be. Chairs, small baths, stove pipes, refrigerators, sewing machines, etc., can all be treated in this way, and with some large cards pointing out what can be done, at a small outlay towards brightening up the house and making furniture as good as new, the dealer has an opportunity of creating a good demand. There are various ways in which such a window can be treated, but this must be left to the ingenuity of the merchant.

In pushing his house lines, the merchant is creating a demand that is not affected to such an extent by the season as is exterior paint. There is no time of the year when something is not wanted to brighten up the interior of the house, and thus the merchant is providing for those days when the weather is against outdoor painting. It is a mistake to imagine, as many dealers do, that paint lines can only be pushed at stated times. It is true that the use of barn paints, etc., is restricted to certain seasons, but there are other lines

Every woman
who passes
your store
will come in
some day for

ML
Floorglaze

It earns you your profit and it satisfies the user for any indoor or outdoor purpose paint or varnish can serve. It lasts longer and looks better. If you don't know it, you can have a

SAMPLE TIN FOR NOTHING

Just address our nearest place—

The Imperial Varnish & Color Co., Ltd.

Toronto, 6 Morse Street; Winnipeg, 106 Princess Street; Vancouver, 550 Beatty Street



Wrought Pipe

Black and Galvanized

M.R.M. Pipe is made from the best material that can be obtained for the purpose.

Each process of manufacture is carefully watched so that the finished pipe will be reliable and satisfactory to the consumer.

Every length tested before shipment.
Bundles tagged with our trade mark.



THE MONTREAL ROLLING MILLS CO.
MONTREAL

such as those we have above enumerated which can fill up the blank so that if the merchant is wide awake he need never lack for paint customers all the year round. But there must be no relaxing in his advertising efforts. There is

little use in waking up at the spring and fall, and then going to sleep during the other part of the year, and forget that the store has such a department as a paint one. There must be a strong campaign all the time.

PAINT AND OIL MARKETS

MONTREAL.

April 15.—Business is heavy on all sides, and the shipping departments are severely taxed. Orders are well assorted, and merchants are evidently taking care to have their stocks in good shape. But for linseed oil, which is disturbing the market, the spring movement could not have opened out more auspiciously.

Linseed oil has again advanced 4c and dollar oil is now near. The high prices have not in any way checked the demand. Turpentine is not changed and is steady in view of the new crop. White lead ground in oil is firmer owing to the advance in linseed oil. Putty is moving well at the advanced figures. Colors despite the recent advance are billed for a further rise, several manufacturers having withdrawn prices.

Turpentine—Turpentine is unchanged in price, the nearness of the new crop having the effect of keeping the market down. Trade is good, with supplies none too heavy. Orders are well distributed, and show that a strong consumptive call is expected this spring. We quote 83c for single barrels.

Linseed Oil—The bullish advance in linseed oil has not checked the demand and holders and grinders have all that they can do to supply requirements. A slight weakening in London, Eng., caused attention to be directed to this market, but prices soon recovered. There is little hope of any relief, and users of linseed oil must be prepared for much higher figures. Another advance of 4c is announced and we quote 96c for raw, and 99c for boiled.

Ground White Lead—Cutting for large lots has ceased owing to the linseed oil figures. The market is much firmer, therefore, all the way round orders are swinging in well, and for good bulk. We quote: \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Red Lead—The demand for small lots is good, but large buyers are holding off in expectation of easier quotations on the opening of navigation, and the arrival of fresh stocks. We quote: Genuine red lead in casks, \$4.75, in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100-lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and small quantities, \$5.75.

Paris Green —The demand has improved again, and some satisfactory orders have been filled. The market is unchanged, and we quote: In 50 lb., 19½c per lb.; in 1 lb. packets (cartons),

100 lbs. in case, 21½c per lb.; in 1 lb. tins, 100 lbs. in case, 22½c per lb.

Colors—Notwithstanding the advance which has taken place in all colors in liquid form, in paste, and in japan, it is anticipated that figures will go still higher, as several of the large manufacturers have withdrawn all quotations. The demand continues very heavy.

TORONTO.

April 15.—The volume of paint lines moving this week is not so heavy as during the past fortnight. No doubt the great booking for spring delivery of the first three months of the year had much to do with the record shipments at the beginning of April. Present sales are steady and as active as at any time since the opening of the season.

The dollar mark has been reached in linseed oil quotations. That it would be at this figure when spring came round was the prophecy of a number of jobbers who are now saying "I told you so." Trading, however, is not at all active either in oil or turpentine because of the high prices.

There are no changes in paint quotations this week, though a number of lines of prepared paints are slated for an advance on May 1, and white lead, too, is expected to show higher figures shortly. One house has already made an advance of 15c on this commodity.

The seasonable lines like varnishes, japans, enamels, glues, brushes and polishes are selling steadily and fairly well.

Linseed Oil—The jump in price this week amounts to 5c over last week's quotations, and dollar oil, predicted last January, has been realized. The market is firmer, too, than it has been since the beginning of March. Most jobbers are asking 97c for raw and \$1 for boiled oil in single barrels, and not pressing for sales at that. One or two houses are a cent below these figures. Orders for large quantities are discouraged as stocks are low. Flaxseed receipts across the line are light and prices have touched the highest point in recent years. The same condition exists here, and England, too, reports a scarcity and high prices.

Turpentine—Sales of turpentine are light, which is unusual because just now other paint lines are moving so well. Quotations are unchanged from last issue, 83c and 84c being the prices asked



When a customer asks for the Best White Lead

if you wish him to have the one which for generations has been recognized as the world's standard, you will give him BRANDRAM'S

B.B. GENUINE WHITE LEAD

By so doing, you will have a pleased customer, who will come back and send others to you.

While ordinary white leads are ground only two or three times, the B.B. GENUINE is ground five times—twice through French buhr mill stones, and once under an edge runner; then, after adding the refined linseed oil, it is ground first between granite rollers and finally between chilled steel rollers.

This unusual care in grinding, added to the unique merits of corroding by the patent Brandram process, insures a White Lead unapproached for whiteness, fineness, body, covering power and durability.

Write us a post card, and receive prices and special White Lead pointers.

BRANDRAM-HENDERSON LIMITED

Montreal **Hallifax**
St. John **Winnipeg** **Toronto**

The Paint the Painter Prefers

In selecting a line of paints to build up a big business on, Mr. Dealer, you will make no mistake when you get the paints the practical painter prefers. He knows good paint—and his endorsement will send many a customer to your store. Customers that it pays to have, because they come back over and over, and every one ready to speak a good word for your goods when he gets a chance. No paint pleases the practical painter like

MARTIN-SENOUR PAINT

100 % PURE



*This Sign on the Door
Brings Buyers to Your
Store*

He likes it because every job he uses it on stands as a silent advertisement of his own workmanship and honesty. There's only one objection he might find with it—it lasts so long. But the honorable man—the man who values his honor—recommends it for that very reason. So can you. If you're in business for next year, and the year after the same, you'll get the agency for this paint as quick as you can. Write today and we will make the time mighty short before you have it if you mean business.



Montreal

THE MARTIN-SENOUR CO., Limited

Chicago

Pioneers Pure Paint

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax

Add to your reputation and profit

by handling Sani-Flat, the durable Oil Paint, that produces a dead flat finish, smooth and soft as velvet! Covers perfectly, is easy to apply, is sanitary and unfading, very durable and economical.

is made
in white and
twelve colours.

A line that will prove a popular one in your paint department. Write for colour card and prices.

Benjamin Moore & Co.,

LIMITED

WEST TORONTO

NEW YORK

CLEVELAND

CHICAGO

for single barrels. Stocks are fair, though supplies arriving at southern points are lighter than for two years past. The present is expected to be a good season.

Glass and Putty—The glass situation is unmarked by any untoward circumstance. A couple of consignments of glass are on their way to St. John, which will wind up the winter business. Much of this glass will remain in the east. Direct importations are not expected until June, when shipments from the continent will arrive via St. Lawrence ports. Prices are steady. In putty the higher prices have strengthened the market. Trading is fair, though lighter than anticipated.

Paris Green—Bookings are tapering off and deliveries, too, are showing an easement. Prices hold firm. Kegs are 18½c; drums, 19½c; and pound tins, 22½c.

White Lead—One house has already sent up the price of their lead by 15c a hundred, and other jobbers state a likelihood of a general advance shortly. Prices range all the way from \$5.65 to \$6.50 for pure lead, with No. 1 at 40c below these figures.

Prepared Paints—The high prices of linseed oil has had the effect of immensely booming the sale of prepared paints.

It is likely, however, that because of these higher oil quotations all ready-mixed paints will have to command advanced figures as oil enters quite largely into the making of prepared paints. Three makers and jobbers contemplate sending up prices by 10c a hundred on May 1.

Petroleum—Good trading continues. Inquiries are being made for gasoline and benzine.

EXCLUSIVE AGENCIES.

A United States Varnish Co. in giving an exclusive agency to any dealer in a town the company aim to live up to it in every way and will not sell their goods to any other merchant in that town until the first arrangement has been formally declared off. They remark they would rather wait a year or more, staying out of the town entirely, rather than show bad faith to any agreement or promise made.

If the dealer decides he wants to drop the line the makers offer to purchase all the stock on hand at invoice price, and when this transaction is completed then arrangements can be taken up for representation with any other dealer. In this way they aim to make boosters instead of knockers. This unusual treatment has the effect of removing whatever sting might be in the dealer's mind; it surprises and pleases, and usually results in his assistance in establishing the agency with some other merchant.

Sometimes a poor pusher is a good knocker, hence the importance of administering this "ounce of prevention."

Whenever a road salesman writes in

to the home office stating he has transferred the agency from one dealer to another, the house must be first assured that the old merchant is satisfied to let a competitor have the agency before shipping the goods to the new representative. The salesmen are advised in every instance to place the agency with the best dealer in the town, one strong enough financially to justify credit to the extent that would be necessary to get the share of business from the population reserved for him. In cities having a population of 10,000 and over it is not to be expected that any one dealer could supply the entire retail trade. In large cities no two agencies are placed in direct competition for local trade. In other words, but one agency is placed in each shopping district.

The dealer's idea should be ascertained as to what he considers the most effective means for local advertising. What means will he use for educating the entire population in his district to the good points of the company's goods? After the merchant states the amount he is willing to spend for this purpose, then the manufacturers will be in position to decide what they would be justified in investing along with the merchant in selling helps.

The difference between getting a profit from a territory and getting all the profit it could yield is the difference between a fair success and a big success. Goods on the shelf and an exclusive agency contract in the safe won't develop a big business, but the merchant with the manufacturer's help can work wonders. He gets in touch with the buying public just out of sight around the corner—makes them know he has something in the store it is worth while for them to go a few steps out of their way to get. If the large buyers in the merchant's territory insist upon making the purchase from the factory the local merchant is credited with his margin of profit.

LIQUID PAINT TO ADVANCE.

The Canada Paint Company, Montreal, have issued a circular announcing a new price list and catalogue which will take effect upon the second of May. Liquid paints and kindred lines will be advanced 10c a gal., and all articles, in which linseed oil figures as a component part, also increased in value.

PAINT vs. GOLF.

A prominent member of the paint and oil fraternity in Montreal, who delights in ye ancient game of golf, was asked what he thought of the linseed oil situation:—"Linseed oil does not worry me," he answered. "I am chiefly concerned in the high price of rubber." "How's that? Do you 'put' rubber into paint?" "No. But golf balls have gone up in price!"



Pale Boiled Flaxite Oil has proved to be an unprecedented success. Sales are large and the satisfaction undoubted.

Requisitions are being filled without delay in the order they are received.

P.B.F.O. Mixes readily
P.B.F.O. Works freely
P.B.F.O. Dries nicely
P.B.F.O. Is durable

Pale Boiled Flaxite Oil is made by



TELL HIM YES!



Just a word with the many agents for

RAMSAY'S PAINTS

the many new agents who are handling the line this spring—remember the guarantee—have no hesitation when a customer asks you “Is this pure paint? Is this the best paint? Is this paint guaranteed?” Tell him “yes”—all of it. Guaranteed by A. Ramsay & Son Co., Montreal, Paint Makers to the Dominion of Canada for nearly seventy years.

Agents! see our advertisements in the newspapers, in magazines, on billboards, everywhere. Take advantage of this! Get out your display ads. Show your color cards. Now is the time. The demand for Ramsay's Paints is greater than ever.

Get your share. You can do it.

A. RAMSAY & SON CO.
MONTREAL

Est'd 1842

GLASS IMPORTERS

NEW ERA PAINT

Protect your best interests by selling a paint that gives the user every satisfaction, because it is honestly made.

‘New Era’ Paint covers more surface, lasts longer, and holds its color better than any other prepared paint.

‘New Era’ Paint is moreover a specially good profit producer.

Write for prices.

**Standard Paint & Varnish
Works Co., Limited**
WINDSOR, : ONTARIO

When The Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices? Our new list on this line is

\$3.50	3.75	4.00	4.50	5.00	5.50	6.00	per gross
6	7	8	9	10	11	12	inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

MILLERS FALLS COMPANY, 28 WARREN STREET
NEW YORK, N.Y.

\$3.00

will enable you to get highly desirable information on any investment possibility through

The Financial Post
of Canada

Send for a sample copy to

THE FINANCIAL POST
Montreal, Toronto or Winnipeg

William Bayliss

Limited
BIRMINGHAM, ENGLAND

Solid Drawn Brass Cased Tube
Stair Rods and Brass Cased Rodding

Seamless Steel Tube
(Round, Square and Flat)
Brazed Iron Tubes
(Round and Square)
Square Brass Tubes
and Brass Mouldings

*For
Bedstead
Trade*

Agent for Canada:

ALEXANDER GIBB

13 St. John St.

MONTREAL

—Here's a Startling Test!—

Try it yourself. It will convince you that no other floor finish is equal to

“ELASTICA” Floor Finish

Finish a strip of paper like a floor with two coats of “Elastica” Floor Finish. When dry, this “Elastica” will be found so flexible that you can bend it, crumple it, or roll it into a ball, and the paper will crease, but you will not find a single crack in the “Elastica,” and it won't turn white if wetted. It is elastic and waterproof! Be sure and stock “ELASTICA” It's what YOUR customers want.



This is a thin strip of paper coated with “ELASTICA” Floor Finish

**It Bends
But Does
Not Crack!**

INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO

New York

Chicago

London

Berlin

Brussels

2300



A pail, with water— a brush—and a pkg. of Alabastine

are all you need to transform an ordinary-looking wall into a beautiful and artistic wall which will appeal to the most refined taste. Any one can apply Alabastine. Alabastine colors are permanent—they do not rub off. They give that artistic soft, velvety effect which can be produced only by Alabastine. It hardens with age, becoming a part of the wall. Alabastine can be re-coated without removing the old coats.

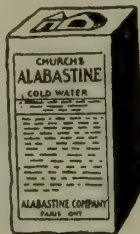
CHURCH'S COLD WATER Alabastine

Alabastined walls are now the most popular. There is nothing so charming, so sanitary, so cheap. In the modern home, Wall Paper, held on by flour paste, is now tabooed. The sales of Alabastine in Canada have doubled in the last two years.

FREE STENCILS

To still further popularize Alabastine and, again double its sales, we have organized a Decorative Department, and are prepared to offer FREE COLOR SCHEMES and FREE STENCILS to all users of Alabastine. Write today for particulars—our advice is FREE. Let us help you to beautify your home at moderate cost.

The Alabastine Co., Ltd., Paris, Ont.
Willow St. 8



None Genuine without little Church on Label

We are spending thousands to in- crease dealers' sales of Alabastine

The leading publications of the Dominion contain our new series of Alabastine ads, one of which is shown here. This New Canadian Advertising Campaign is costing us a pile of money—\$10,000. This money we are spending in order to increase the dealers' sales of Alabastine. You will benefit from it especially if you use our handsome banners, show cards, etc., so as to let people know you are headquarters for Alabastine. Write us this very minute and ask us to send you, by return mail, full particulars of our trade-winning plans for increasing dealers' sales of Alabastine.

The Alabastine Company, Limited - Paris, Ont.

Berry Brothers'

Famous Varnishes

LIQUID GRANITE

Most durable finish made

LUXEBERRY WOOD FINISH

Best hard oil finish on the market

SPAR VARNISH

STANDS THE WEATHER WELL

Send for Booklets and Prices

Berry Brothers, Limited
Walkerville, Ontario

THE
DOUGALL VARNISH CO.

LIMITED

SUCCESSORS TO

MC CASKILL DOUGALL & CO.



MANUFACTURERS OF

HIGH GRADE VARNISHES

ALSO

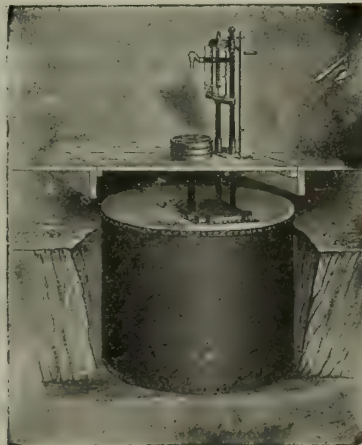
CANADIAN MAKERS OF THE

MURPHY VARNISH COMPANY'S
VARNISHES

MONTREAL

CANADA

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 15. Write to-day.

S. F. Bowser & Co., Limited
66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

GIFT-HUNTING RELATIVES

will be grateful to you for the suggestion
that the child's

3-piece Set

(see cut)

is just what they want. Each article is
heavily plated with pure silver and very
artistically finished. Send for complete
catalogue.



McGLASHAN, CLARKE CO., Ltd.

NIAGARA FALLS
CANADA

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que.

N. F. GUNDY, 61 Albert St., Toronto, Ont.

DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT
CHAIN of all kinds.**

Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



BABBITT METAL

The "KING" Babbitt is known all over the Dominion.

It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed,
or Medium Pressure and High Speed.

It has strength and tenacity, and will not crack or beat out under pressure.

The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.

This is a Copperized Metal.

The James Robertson Company, Limited

Montreal

Toronto

St. John

Winnipeg

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish
for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any
thickness from .002" to .250".

"LYNOIL"

A High Grade Linseed Oil Substitute

'LYNOIL' HAS THE LARGEST SALE OF ANY PAINT OIL IN CANADA.

There's a Reason.

"Lynoil" is compounded by men who know how—oil men—not paint men—made in a modern oil plant — compounded — not simply mixed — made from a "tried and proved" formula that has been used for thirty years in the United States. "Lynoil" is aged. Don't experiment with oils gotten up in a rush to meet the present increased demand. We have always made "Lynoil"—and always will. It is reliable—absolutely dependable for all painting purposes. It is what your customers want. Get it from any of our depots.

Canadian Oil Companies, Limited TORONTO

St. John Montreal Ottawa Hamilton London Winnipeg Calgary

Don't Judge a Roofing by its Looks



Beware of Imitations

¶ Most ready roofings look the same. The weather alone finds the hidden weakness. ¶ You can't tell by looks which roofing will last or which will go to pieces in a season. ¶ But you **can** do this. You can identify from its 300 substitutes the **only** roofing which **has lasted**.

Ruberoid Roofing

(TRADE-MARK REGISTERED)

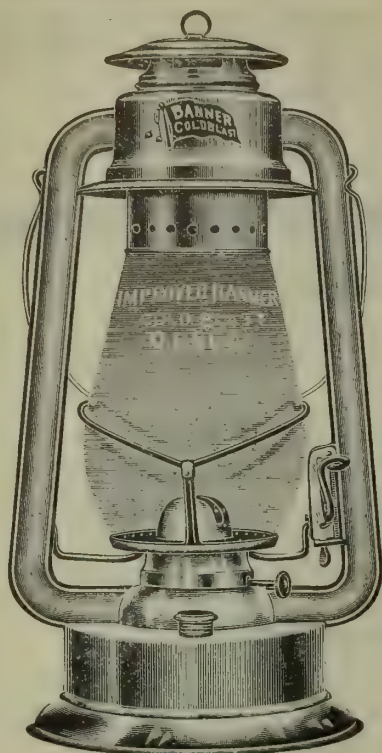
¶ Fac-simile of the "RUBEROID MAN" on the wrapper and the word "RUBEROID" is stamped every few feet on the underside of the fabric. ¶ This is only one of the many "Ruberoid" advertisements that **your** customers are reading. Some dealer is selling "Ruberoid Roofing" to these buyers. Why not you? Write for prices.

The Standard Paint Co. of Canada, Limited

Manufacturers

MONTREAL

Dealers Everywhere



"BANNER" 1910



Our Constant Supervision

Skilled Mechanics

And the Best of Up-to-date Machinery

Must Turn Out the Best Lantern.

Note Our Many New Improvements.

Handled by all Jobbers.

Ask for descriptive catalogue.

ONTARIO LANTERN & LAMP COMPANY, LIMITED
HAMILTON ONTARIO



Hand Power, \$25.00

Size—The most compact.

Dust Separator—Gets all the dirt by screening only 5 per cent. (instead of 100), thus reducing resistance so low that a child can actually pump the hand machine and permitting us to use a 1/2 horse power motor on the electric machine.

An important improvement has recently been made to both our Hand Power and Electric Machines, whereby you can "blow" as well as "suck!"

The AUTOMATIC is the most powerful really Portable Vacuum machine built.

Every dealer should stock our hand power machine. Write for free illustrated circular and discounts.

ONWARD MANUFACTURING COMPANY
BERLIN, ONTARIO

Automatic Vacuum Cleaners

To the Trade

VACUUM Cleaning is now conceded, the world over, to be the only efficient and sanitary method for extracting dust and dirt from carpets, rugs, floors, upholstered furniture, draperies, pillows, mattresses, billiard tables, horses and in fact everything that contains this enemy of the home—because, particularly by the "Automatic" way it gets ALL the dirt without moving anything from its place, without injuring the most delicate fabrics and without stirring up a particle of dust. It replaces the broom, the carpet sweeper and the dreadful old-fashioned house cleaning days and can be operated by one or two persons.

In point of efficiency the "Automatic" stands at the head because it has the

Power—Large diaphragm, positive frictionless pump.

Strength and Durability—Built entirely of iron and aluminium—no tin, or wood like others.

Weight—Lightest, owing to simple construction.



Electric, \$75.00

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
 Melbank, Ont. Belleville, Ont.
 Lakefield, Ont. Port Colborne, Ont.
 Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal - - Toronto
 Winnipeg - - Calgary

AWARD OF THE ELLIOT CRESSON GOLD MEDAL given by the Franklin Institute for Superiority Over All Other Files Tested



TO THE DREADNAUGHT PATENT MILLING FILE

For the most meritorious invention of the age: On cast iron 29 commercial files were tested and the best removed 20.6 inches. A *Dreadnought* removed 143.75 inches. Four were tested. High carbon Steel, the best commercial file, removed 6.4 cubic inches. The *Dreadnought* removed 25.8 cubic inches.

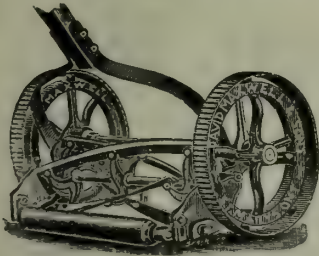
DOES THIS MEAN ANYTHING TO YOU: The *Dreadnought* files are made with backs and handles also with tang in fine cut for Mill and Saw Work. Horse-shoeing tools in plain and tanged. If the goods are wrong you get your money back

Manufactured by

The J. H. Hanson Tilley Co., Ltd., 422-424 St. Paul St., MONTREAL, P.Q.

AGENTS: Vancouver, B.C.—Flock & Thompson. Winnipeg, Man.—Bissett & Leucks, Limited. Hamilton, Ont.—Frank Pedigan. St. John, N.B.—The Jas. Robertson & Co. Halifax, N.S.—Austin Bros. St. John's, Newf.—Angel Engineering & Supply Co. Limited

A-1 Material and Workmanship



are absolutely necessary for a good lawn mower. Cheaply made machines never give satisfaction and never pay either the man who buys them or the dealer who sells them.

Maxwell Lawn Mowers

are strictly high-grade in every particular. They cut smooth, clean and easily, and they "stand up" to the work. They please purchasers and pay dealers.

Made in 8 to 22 inch widths—wheels from 8 to 11½ inches high—3 to 6 knives. Grass Cutter Attachment if desired.

DAVID MAXWELL & SONS

St. Marys, Ont.

Stanley Tools

STANLEY TRY SQUARES AND IMPROVED MITRE TRY SQUARES are Square and true inside and out.

Nos. 1 and 2 COMBINED TRY AND MITRE SQUARES can be used with equal advantage and accuracy as a Try or Mitre Square. By simply changing the position of the Handle, and bringing the Mitred Face, at the top of the Handle, against one edge of the work in hand, a perfect mitre or angle of 45 degrees can be struck from either edge of the blade.

No. 10 TRY SQUARES have inlaid rosewood Handles.

Send for Catalogue containing complete description of these and other styles of TRY and MITRE SQUARES.



Stanley
 Rule & Level Co.
 NEW BRITAIN, CONN. U.S.A.



Letters and Numbers

White Enamelled
Crimson Enamelled
Blue Enamelled
Boston Brilliant (Gold)
Gold Glass
Solid Brass
Stamped Brass
Stamped Aluminum

Also Enamelled Iron, Glass and Brass Signs.

Write for Illustrated Folder and Price List.

J. E. Richardson & Co., 18 Victoria St., Toronto, Can
Phone Main 7363

CORN AND BEAN PLANTERS



King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

**Lion
Brand**



**Purity
Strength**

BABBITS FOR ALL MACHINERY PURPOSES



LION METAL STANDS UP UNDER HIGH SPEED AND PRESSURE

A Babbitt That Gives Satisfaction and Secures Repeat Orders. Write for Price and Discount
THE LION METAL CO., ST. PAUL, MONTREAL

**Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts**

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL
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TORONTO
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ROSSLAND

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point Double Efficiency. Its handiness and strength at once appeal to the good mechanic; it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

MANUFACTURERS OF

★ **STAR BRAND** ★



Iron and Steel
BLOCKS for
Wire or Manila
Rope.
Heavy Wood
BLOCKS for all
kinds of work:
special



Star Chain
HOISTS.
Sewer PUMPS.
On sale by all
leading dealers.
Send for
Catalogue H.M.



Blocks

Chain Hoists

DIAPHRAGM PUMPS

Boston and Lockport Block Co.

116 Condon Street, East Boston, Mass.

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE



Sole Agents for Canada

James Hutton & Company
Montreal

PERFECTION



Watch
the
Diamond

of FIT, THREAD
and FINISH
are leading features of
Diamond Brand Fittings
Our range meets every require-
ment of your trade.
Wholesale only.

FITTINGS LIMITED
OSHAWA, CAN.

BLACK JACK

QUICK, CLEAN, HANDY.



TRY IT.

SOLD BY ALL
JOBBERs

1/4-lb. tins—3 doz. in case.

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
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Show him and he will Buy

Never let a farmer get away from your
store until you have shown him the

CAVERS AUTOMATIC SPRAYER

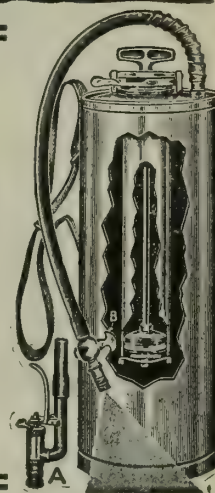
This sprayer will save its cost spraying
a potato crop alone. Invaluable for de-
stroying pests on hoe crops and fruit
trees; kalsomining out-buildings, etc.
Runs 6 to 10 minutes automatically. A
boy can operate it.

Write for full particulars.

CAVERS BROS.

Manufacturers

GALT, ONT



Neptune Unrivalled Patent Steel Fencing Wire

will not sag, needs no re-straining after being erected, will not
SNAP in weather changes, is better galvanized than any other
wire, and it makes a more satisfactory fence in every way.

It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY

The 12½g. and 14g. will save you over 60 per cent. as against
Nos. 8 and 10 gauges ordinary wire.

Manufacturers: Felten & Guillaume, Lahmeyerwerke-Actien-Gesellschaft
Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal.

When in the market

Glues, Gelatines, Size, Etc.

you often have to order goods without
having time to get quotations, etc. Get
our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1854

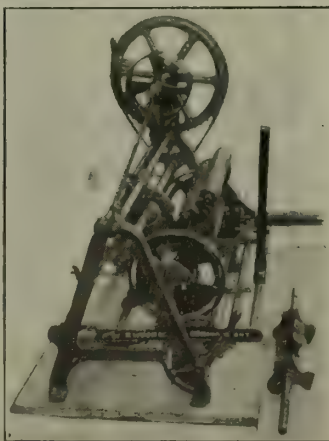
Appley Bridge, Wigan, Lancs., England

THE IDEAL LAWN MOWER GRINDER

Will grind a Lawn Mower
perfectly in 15 to 30 min-
utes, makes every blade
keen with just the right
angle and a perfect clear-
ance, each blade is sharpen-
ed alike, so that the lawn
mower will run and cut
easier than when new. We
cannot begin to enumerate
all its advantages here.
Order one to-day, and when
established you will control
the business. Made to drive
both by hand and power.

Manufactured by

R. Woon & Co., Oshawa, Ont.



CUSTOM PLATING

Nickel—Silver—Copper
EXPERT WORK ONLY

WE PAY THE FREIGHT

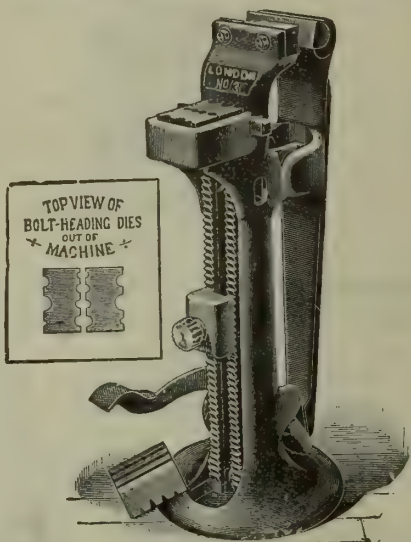
AND YOU

SELL MORE GOODS

SEND SAMPLE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

COLONIAL PREFERENCE

Amateurs in the Old Country and in every Colony prefer Hobbies Tools and Fretwork Accessories to all others.

THE JIG-SAW CRAZE has boomed Fretwork everywhere, the season is now in full swing and bids fair to be a record one.

**YOU HAVE AN
INTEREST IN
PUSHING THIS
TRADE.**

Your Window will be
a Great Attraction
when Dressed with
Hobbies Goods.



HOBBIES CARDED OUTFITS
ARE SPLENDID SELLERS

**This Will Always
Attract Attention.**

Write next mail for Catalogue and Trade
Terms. Profits assured.



HOBBIES, LIMITED, DEREHAM, ENG.

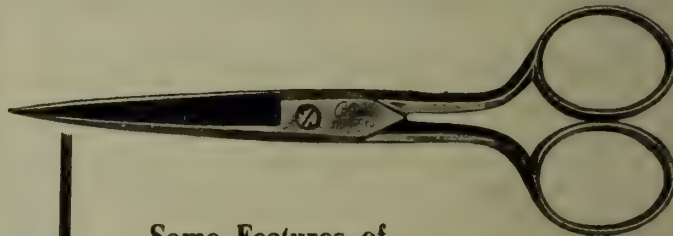
Kansas Pruning Knife IMPROVED

THE KNIFE that has revolutionized Tree Pruning and made heavy work light and pleasant. The knife works automatically, no levers to pull by hand. For taking off any limb next to the body, just put the hook over the limb and pull on the handle and off comes the limb. For taking off small outer or winging branches, viz: shaping, budding, etc., put the hook over the limb and pull on a cord and not the handle. The work the Kansas Pruning Knife will do is wonderful—it is rapid, easy and makes a clean, smooth cut. Thousands in use that are giving the best satisfaction.

Write to Detroit for Circulars and Price.

International Tool Company

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FABRIQUES: GUELPH, CANADA, Taylor-Forbes Co.



Some Features of

CLAUSS SHEARS

Cut from heel to point—Non-Rusting.
Screw does not come loose—Non-Breaking.
Work even and smooth—Non-Sharpener.
Do not cramp the hand—For all classes of work.
Perfectly nickel-plated—All sizes—All kinds.

If these features are not sufficient to convince you that handling

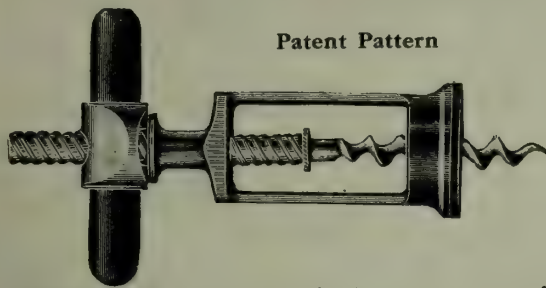
CLAUSS SHEARS

means handling the best, our descriptive catalogue will settle the question. Send for it.

We manufacture the most complete line of cutlery in the world. We sell direct to the retailer.

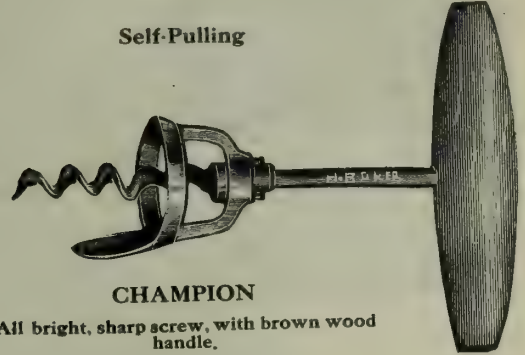
CLAUSS SHEAR COMPANY
169 Spadina Ave. TORONTO

Henry Boker's "Table Corkscrews"



Patent Pattern

Warranted quality, threaded shank, sharp worm, screwed into shank, frame and part of handle gunmetal finish; worm, shank and centre-piece of handle, nickel-plated; rubber washer inside of frame to protect bottle.



Self-Pulling

CHAMPION

All bright, sharp screw, with brown wood handle.

For Sale by All Leading Wholesale Hardware Houses

**Electric
Welded**



**Highest
Quality**

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

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Chain**

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Chain**

**Heel
Chain**

**Loading
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**German
Coil**

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Chain**

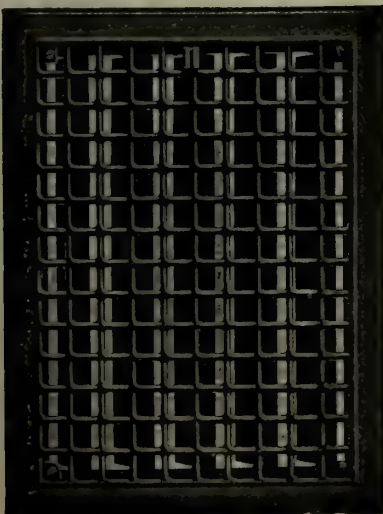
**Tie
Outs**

**Cow
Ties**

McKINNON CHAIN COMPANY

BUFFALO, N.Y.

ST. CATHARINES, ONT.



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary



Do You Want to Buy or Sell?

The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.



PLYMOUTH CORDAGE CO.

PLYMOUTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lathyrns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

Stocks at

TORONTO
MONTREAL
HALIFAX

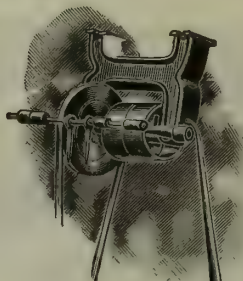
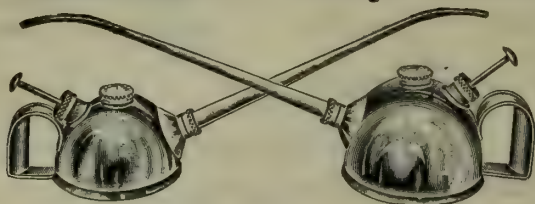
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO



Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

The AYLMER



Branch Pipe Double
Acting Force Pump
fitted for Windmill
or Hand use.

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

Manufactured only by

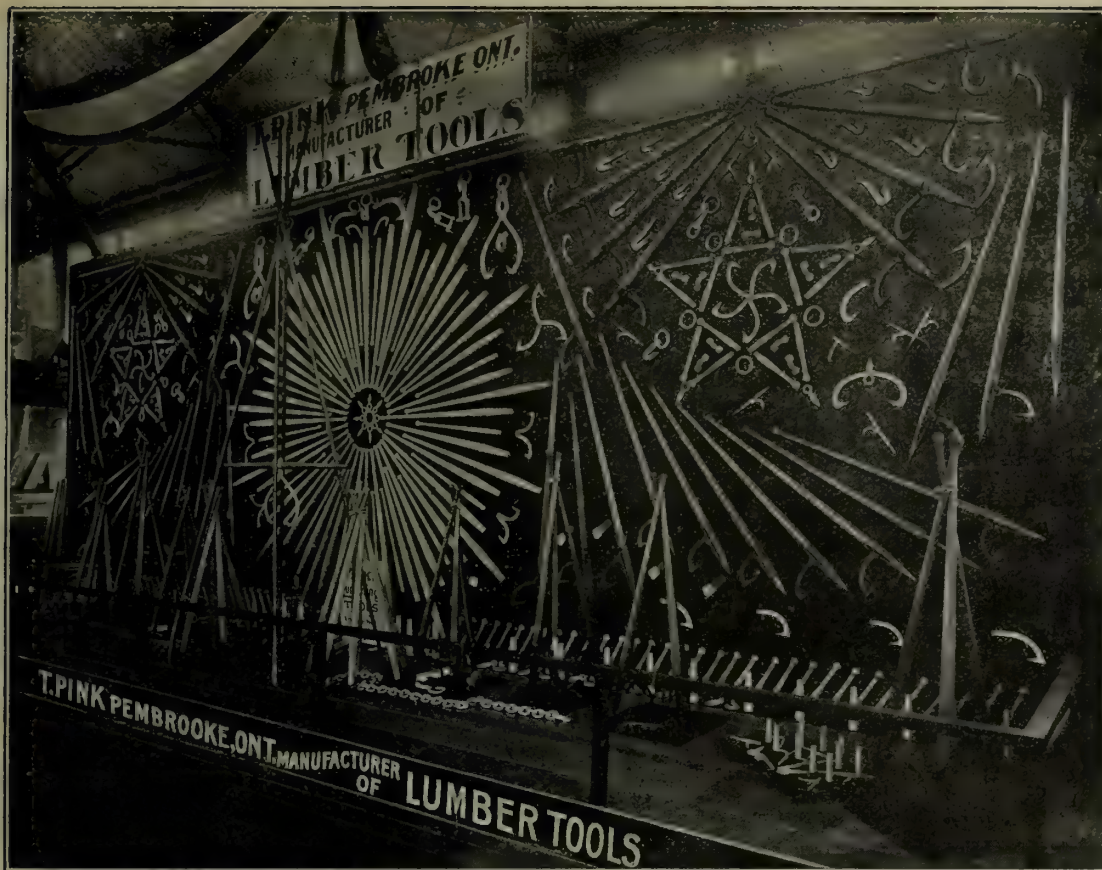
AYLMER PUMP AND SCALE CO., Limited

AYLMER,

ONTARIO

Western Representative:

ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



The "Railroad Special" Wrench

The strongest Wrench made, barring none, because the head and bar is drop forged in one piece from open hearth steel.

The screw and jaw are deeply threaded. Fitted with the "W. & B." indestructible iron handle. Every wrench case hardened and highly finished. Built for service and used by the largest railroad systems in the world because it saves them money.

Write for catalogue and prices.

The WHITMAN & BARNES MFG. CO.
ST. CATHARINES, - ONTARIO

GILBERTSON'S

COMET

WHY IS IT DIFFICULT to get "COMET" galvanized sheets?

BECAUSE

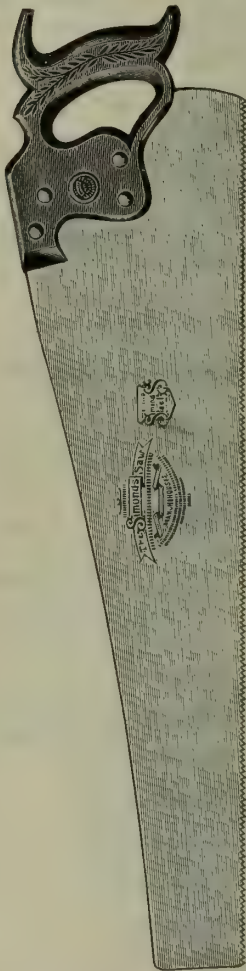
jobbers prefer these SHEETS marked with their private brands. INSIST on getting Sheets branded "Comet" the makers' Brand.

Makers, W. GILBERTSON & CO., LTD.,
Pontardawe, South Wales

Agent

ALEXANDER GIBB,
13 St. John St. MONTREAL

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.



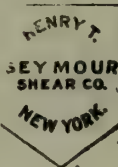
Buy the Best.

HERCULES

Sash Cord

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.



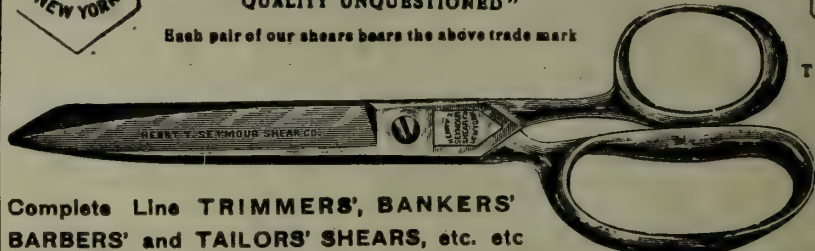
SEYMOUR SHEARS

have been the Standard for over seventy years
"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK



Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents

Latest catalogue will be sent in exchange for your business card.



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba

KEEPS THE BOYS BUSY AND HAPPY

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

You'll find the

BUSTER BROWN

Children's Express Wagons

one of the best-selling lines you ever handled. They're sturdily built, easy-running and beautifully finished. Handy around store, farm or home.

IN FOUR SIZES.



Write for prices.

The Woodstock Wagon & Mfg. Co.
Limited
WOODSTOCK, ONTARIO



The Best is The Cheapest

In the manufacture of Brooms there are so many items that cost the same in a common as in a good Broom, that the difference comes out of the quality and quantity of Corn. Therefore it pays to buy a good Broom. When you buy the **KLONDIKE** or **JUBILEE** Broom you get the best that can be produced, and the consumer gets value for his money.

Manufactured by

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

"The Cup that Cheers, but not Inebriates"

in perfection for a'l who use our



Mission Style Tea Kettles and Stands

A handsome appearance, combined with undoubted utility makes these kettles the very thing for a gift for any occasion.

You should meet the demand by ordering promptly

Send for our complete Catalogue

THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives:

H. F. McINTOSH & CO, 28 Toronto St., Toronto

BARB WIRE

FROM STOCK MONTREAL

\$2.20

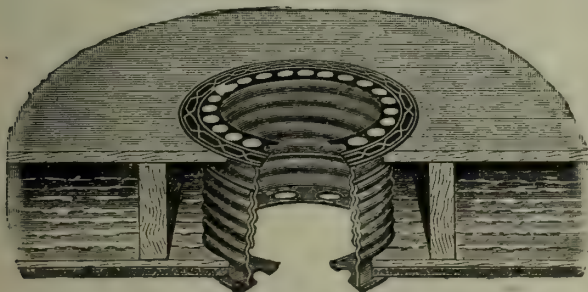
No. 9 Galv'd, \$1.85

We also quote low prices on Cutlery, Hardware, etc.

J. A. HENDERSON

Board of Trade Building, : MONTREAL

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order, because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

The Guaranteed Roofing

CONGO

**A SURETY BOND
WITH EVERY ROLL**

Congo is the *only* ready roofing carrying a National Surety Bond in every roll.

These Legal Bonds absolutely guarantee your roof for 10 years if covered with Congo 2 or 3 ply. We know from experience that it is probable you will get even longer service.

The National Surety Company is one of the best-known insurance companies in the country. They have over \$2,000,000.00 assets.

It is, therefore, a matter of keen satisfaction to us that they are willing to stand behind Congo.

Of course we have to pay them a regular insurance premium. We are glad to do this, however, because we feel satisfied that we will more than get our money back in increased business.

We feel that when the people of the country realize that we are willing to back up Congo with an *honest and liberal Guarantee* they will buy Congo—and Congo only.

If you will send us your name and address we will be glad to send you samples of Congo and a copy of the Surety Bond so that you can see exactly how liberal this offer is. Write promptly.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.

YOU CAN MAKE MONEY by SAVING MONEY for your customers!

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY.

Our reputation is behind all these BRANDS.

BLACK DIAMOND Tarred Felt



JOLIETTE and CYCLONE Sheathing.

We also sell wrapping papers of all descriptions

ALEX. McARTHUR & CO., Limited

82 McGill Street

MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb. 0 08 1/2 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c.; Metallic, 35c.; Harris Heavy Pressure, 25c.; Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Aluminum, 9c.; No. 4, 6c. per lb.

James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbitt metal, 35c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurbur, 15c.; Philadelphia, 13c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal—Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

Montreal, Toronto
Plates, 1/2 to 1 inch, per 100 lb. 2 20 2 20
Boards, per 100 lb. 2 45 2 45
Tank plates 3-16 inch. 2 30 2 40
Tubes per 100 feet, 1 1/2 inch. 9 50 9 00
" " 2 " " 8 25 8 50
" " 3 " " 10 50 10 00
" " 4 " " 12 00 12 10
" " 5 " " 15 00 15 30
" " 6 " " 19 25 19 45

BRASS.

Spring sheets, up to 20 gauge 0 23
Rods, base 1/2 to 1 inch, round 0 22
Tubing, seamless base, per lb. 0 26
Kerr extra, standard, globes, angles and checks, 60 p.c.
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 80 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 80 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62 1/2 p.c.
Kerr copper alloy disc standard globe angle and check valves, 62 1/2 p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screw and flanged, 62 1/2 and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER Per 100 lb.
Casting ingot, No. 2 14 00 14 50
Out lengths, round bars, 1/2 to 2 in. 21 00 21 00
Plain sheets, 14 oz., 14 x 48", 14 x 60" 23 00 23 00
Plain, 16 oz., 14 x 48 and 14 x 60 22 00 22 00
Tinned copper sheet, base 24 00 24 00
Planished base 28 00 28 00
Braziers', in sheets, 6 x 4 23 00 23 00
COPPER AND BRASS WIRE
Brass, 60 p.c.; copper, 62 1/2 p.c.
IRON AND STEEL

Montreal, Toronto.
Canadian foundry, No. 2 22 00 22 00
Middlesboro, No. 3 pig iron. 19 00 21 00
Summerlee, No. 2 21 00 23 50
Carron, special 20 50 20 50
Carron, soft 20 25 20 25
Cleveland, No. 1 19 75 21 75
Clarence, No. 3 19 50 21 50
Jarow 21 75 21 75
Glenarnock 23 50 23 50
Radnor, charcoal iron. 32 00 32 50
Deseronto charcoal iron. 24 00 24 00
Ayrshire, No. 3 20 00 20 00
Ferro Nickel pig iron (800) 25 00 25 00
Steel billets, Bessemer or open hearth, 27.50 f.o.b. Pittsburgh.

Angles base 2 60 2 60
Common bar, per 100 lb. 1 90 2 00
Forged iron 2 05 2 10
Refined " 2 15 2 25
Horseshoe iron " 2 15 2 25
Mild steel 1 91 2 10
Sleigh shoe steel 1 90 2 10
Iron finish machinery steel (domestic) 1 95 2 10
Iron finish steel (foreign) 2 95 3 25
Reeled machinery steel 2 85 3 00
Tire steel 2 00 2 10
Sheet cast steel 0 15 0 15
Tool cast steel 2 40 2 50
Mining cast steel 0 07 1/2 0 08
High speed 0 65 0 65
Capital tool steel 0 60 0 60
Cammell Laird 0 16 0 16
Black Diamond tool steel 0 08 0 08
Corona tool steel 0 08 1/2 0 08 1/2
Silver tool steel 0 12 1/2 0 12 1/2
COLD ROLLED SHAFTING
9-16 to 11-16 inch. 0 06 0 06
1 1/2 to 3 " 0 05 1/2 0 05 1/2
1 7/8 to 3 " 0 05 0 05
Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

Montreal, Toronto
10 gauge 2 30 2 50
12 " 2 30 2 55
14 " 2 20 2 35
17 " 2 20 2 45
18 " 2 20 2 45
20 " 2 20 2 45
22 " 2 25 2 55
24 " 2 25 2 55
26 " 2 35 2 65
28 " 2 40 2 80

CANADA PLATES
Ordinary, 52 sheets 2 40 2 60
All bright, 52 sheets 3 50 3 60
Galvanized—Apollo D. Crown Ordinary
18x24x52 4 45 4 45
" 60 4 70 4 70
20x28x80 8 90 8 90
" 940 9 40 9 20

GALVANIZED SHEETS (CORRUGATED)
22 gauge, per square 5 50 5 50
24 " " 4 50 4 50
26 " " 3 50 3 50
28 " " 3 30 3 30

GALVANIZED SHEETS Colborne
B.W. Queen's Fleur-de-Lis Gordon Gorbals
gauge Head de-Lis Crown Best
16-20 3 60 3 35 3 60 3 35
22-24 3 65 3 40 3 65 3 40
26-28 4 05 3 80 4 05 3 80
28 4 25 4 00 4 25 4 45
Less than case lots 25 cents extra.

Apollo brand— Montreal Toronto
24 gauge, American 3 60 3 35
26 " 3 85 3 40
28 " (26 English) 4 10 3 85
101 oz., equal to 28 English 4 35 4 15

IRON PIPE
Size (per 100 ft.) Black Galvanized
1/2 inch 2 03 1/2 inch 2 86
" 2 25 " 3 08
" 2 63 " 3 48
" 3 28 " 4 43
1 " 4 70 1 " 6 35
1 1/2 " 6 41 1 1/2 " 8 66
2 " 7 70 2 " 10 40
2 1/2 " 10 26 2 1/2 " 13 86
3 " 21 52 3 " 29 67
3 1/2 " 27 08 3 1/2 " 36 58
4 " 30 78 4 " 41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bu hms, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and Extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 60 p.c. Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINES

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95. Flat iron enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent. Furnaces—45 per cent. Registers—70 per cent. Hot Water Boilers—50 and 10 per cent. Hot Water Radiators—50 and 10 per cent. Steam Radiators—50 10 and 2 1/2 per cent. Wall Radiators—50 and 10 p.c. Specials—25 p.c.

OLD MATERIAL

Dealers buying prices: Montreal Toronto
Heavy copper and wire, lb. 0 11 1/2 0 11 1/2
Light copper bottoms 0 10 0 10 1/2
Heavy red brass 0 10 0 10 1/2
" yellow brass 0 08 0 08 1/2
Light brass 0 06 1/2 0 06 1/2
Tea lead 0 02 1/2 0 02 1/2
Heavy lead 0 02 1/2 0 03
Scrap zinc 0 03 0 03 1/2
No. 1 wrought iron 12 00 11 00
Machinery cast scrap, No. 1 16 00 15 00
Stove plate 12 50 13 00
Malleable 7 00 8 00
Miscellaneous steel 7 00 6 00
Old rubbers 0 09 0 09

LEAD.

Montreal Toronto
Domestic (Trail) pig, 100 lb 3 60 3 75
Imported pig, per 100 lb. 3 75 3 85
Bar pig, per 100 lb. 4 15 4 25
Sheets, 24 lb. sq. ft. by roll 5 01 5 00
Sheets, 3 to 6 lb. ft. 4 75 4 75
Cut sheets 4c. per lb. extra.
Cut sheets to size, 4c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c. Caulking lead, 4c. per pound. Traps and bends, 60 per cent.

SOLDER.

Montreal Toronto
Bar, half-and-half, guaranteed 0 20 0 19
Wiping 0 18 1/2 0 17 1/2

SHEET ZINC.

5-owt. oaks 6 75 6 75
Part oaks 7 00 7 00

SPELTER.

Foreign, per 100 lb 6 00 6 10

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb. \$35 00 35 00
Charcoal Plates—Bright
M.L.S., Famous (equal Bradley) Per box
1 O, 14 x 20 base \$6 00
1 X, 14 x 20 " 6 50
1 X X, 14 x 20 base 7 50

Raven and Vulture Grades—
1 O, 14 x 20 base 5 00
1 X, 14 x 20 " 6 00
1 X X " 7 00
1 X X X " 8 00

'Dominion Crown Best'—Double Coated, Tissue. Per box
1 O, 14 x 20 base 5 50 5 75
1 X, 14 x 20 " 6 50 6 75
1 X X, 14 x 20 " 7 50 7 75

'Allaway's Best'—Standard Quality.
1 O, 14 x 20 base 4 25
1 X, 14 x 20 " 5 00
1 X X, 14 x 20 " 5 25

Bright Cokes.

Bessemer Steel—
1 O, 14 x 20 base 4 00
20x28, double box 8 00

Charcoal Plates—Terne.
Dean or J. G. Grade—
1 O, 20x28, 112 sheets 7 50
1 X, Terne Tin 9 00

Charcoal Tin Boiler Plates.
Cookley Grade—
X X, 14x56, 50 sheet bxs. }
" 14x60, " }
" 14x65, " } 6 75

Tinned Sheets.
72x30 up to 24 gauge, case lots 7 25 7 50
" 26 " " " " " " 8 00

WIRE

ANNEALED OUT HAY BAILING WIRE.
No. 12, \$3.80; No. 11, \$3.91; No. 12 and 13, \$4; No. 14, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', discount 30 per cent.; other lengths 20c per 100 lb. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.
High Carbon, No. 9, \$2.45 in case f.o.b. Montreal.

FINE STEEL WIRE.
Discount 25 per cent. List of extras
In 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.90—No. 26, \$9.50—No. 27, \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extras net—tinned wire, Nos. 17-35 \$2—No. 26-31, \$4—Nos. 32-34, \$5. Coppered, 75c.—oil, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 35c.—in 1-lb. hanks, 28c.—in 1-lb. hanks, 50c.—packed in oaks or cases, 15c.—bagging or papering, 10c.

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished
Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights



Wire Screens
Plain and Figured Cathedral
Glass
Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

CANADIAN OFFICES AND DEPOTS:

Montreal
Busby Lane

Toronto
Mercer Street

Winnipeg
Market Street

Vancouver
Columbia Ave.

HAY WIRE IN COILS.

\$2.35 base f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, \$2.75; 6, 7, 8, \$2.70; 9, \$2.25 10, \$2.75; 11, 2.80; 12, \$2.40; 13, \$2.50 14, \$3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 24 p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 5 c extra; No. 16 gauge, 70c. extra. Add 60c. for cooping and \$2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in cases or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

WIRE CLOTH

Painted screen, in 100-ft. rolls, \$1.65 per 100 sq. ft., in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb..... 2 50 2 55
Galvanized plain twist..... 2 80 2 85
F.O.B. Montreal.
Galvanized barb, f.o.b. Montreal, \$2.65 for small lots and \$2.55 for car lots.
Dominion special net fencing, 3 3/4 p.c. small lots; extra 5 p.c.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, 1/2, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 1/2, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized..... 2 85
Plain..... 2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins..... 0 70 0 90
In barrels, 5-gal. tins..... 0 65 0 85

BRUSHES

Paint and household, 75 per cent.

BEEWAX

Per lb..... 0 40

CHEMICALS.

In casks per lb.
Sulphate of copper (bluestone)..... 0 07
Litharge, ground..... 0 05
" flaked..... 0 85
Green copperas (green vitrol)..... 0 01
Sugar of lead..... 0 08

COLOURS IN OIL.

Venetian red, 1-lb. tins pure..... 0 09
Chrome yellow..... 0 18
Golden ochre..... 0 11
French "..... 0 09
Chrome green..... 0 11
French permanent green..... 0 15
Signwriters' black..... 0 17
Marine black, 25 lb. tins..... 0 05

GLUM.

French medal..... 0 10
German common sheet..... 0 10
German prima..... 0 15
White pigfoot..... 0 15
Brantford medal..... 0 10
" brown sheet..... 0 10
" golden sheet..... 0 13
" gelatine..... 0 22
" white gelatine..... 0 20
" white glue..... 0 12
" 100 flake..... 0 10

PARIS GREEN.

Montreal Toronto
Drums, 50 and 100 lbs..... 0 194 0 194
Packets, 1-lb., 100 in case..... 0 214 0 214
" 1-lb., 100 in case..... 0 234 0 234
Tins, 1-lb., 100 in case..... 0 224 0 224

PARIS WHITE.

In bbls..... 1 0

PIGMENTS.

Orange Mineral, casks..... 0 09
" 100-lb kegs..... 0 09

PREPARED PAINTS.

Per gallon in qt. tins
Sherwin-Williams paint..... 7
Canada Paint Co's paint..... 1 25
Globe house paint (Windsor)..... 1 35
"New Era" house paint (Windsor)..... 1 35
Benj. Moore Co's paint..... 1 35
Moore's pure linseed oil, H.C. 1 35
Brandram-Henderson's "English"..... 1 60
Ramsay's paints, Pure..... 1 40
" Thistle..... 1 10
Martin-Senour 100 p.c. pure..... 1 70
Senour's Floor Paints..... 1 45
Jamieson's "Crown and Anchor"..... 1 40
Jamieson's floor enamel..... 1 75
Island City pure paints..... 1 40
Sanderson Peary's, pure..... 1 30
Robertson's pure paints..... 1 35

PLASTER OF PARIS

Per barrel..... 2 30

PINE TAR

Half-pint tins, per dozen..... 0 60

PUTTY.

Standard.
Bulk in casks..... 2 10
" 100-lb. drums..... 2 35
Bladders in bbls..... 2 61

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt..... 4 75 4 75
Genuine, 100 lb. kegs..... 5 25 5 25
No. 1, casks, per 100 lbs..... 4 25 4 25
No. 1, kegs, per 100 lbs..... 4 75 4 75

SHINGLE STAINS.

In 5-gallon buckets..... 0 75

TURPENTINE AND OIL.

Montreal Toronto
Prime white petroleum per gal..... 0 134
Water white "..... 0 154
Pratt's astral "..... 0 174
Castor oil, per lb..... 0 08 0 08
Motor Gasoline single bbls..... 0 164
Benzine, per gal single bbls..... 0 154
Turpentine, single barrels..... 83 84
Linseed Oil, "..... 92 92
" boiled 99 95

VARNISHES.

Per gal. cans.
Carriage, No. 1..... 1 50
Pale durable body..... 3 00
" hard rubbing..... 3 00
Finest elastic gearing..... 3 00
Elastic Oak..... 1 50
Furniture, polishing..... 3 00
Furniture, extra..... 1 15
" No. 1..... 0 90
" union..... 0 84
Light oil finish..... 1 50
Gold size japan..... 2 00
Turpe brown japan..... 1 50
No. 1 brown japan..... 1 00
Baking black japan..... 1 35
No. 1 black japan..... 0 90
Benzine black japan..... 0 70
Crystall Damar..... 2 60
No. 1..... 2 25
Pure asphaltum..... 1 40
Ollcloth..... 1 50
Lightning dryer..... 0 75
Elastilite varnish..... 2 00
Granitine floor varnish..... 2 50
Maple Leaf coach enamel..... 1 20
Sherwin-Williams kopal varnish..... 2 50
Canada Paint Co's sun varnish..... 2 00
"Kyanize" Interior Finish..... 2 40
"Blint-Lac" coach..... 1 80
B.H. Co's "Gold Medal," in cases..... 2 50
Jamieson's Copalene..... 2 50
Flatline floor finish..... 3 00
Elastic exterior finish..... 4 25

Island City Dreadnought Finish .. 2 50
C.O. Co's. Permanite, interior..... 2 00
" Herculo, exterior..... 2 10
" Reflex, floor..... 2 25
" Japanese Dryer..... 1 25
Stovepipe varnish, 1/2 pint, per gross 8 00
Beeswax per lb., 4 cent.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., \$2.30.
Pure white shellac varnish, in barrels 1 75
No. 1 orange " " " 1 70
" " " " " 1 25

WINDOW GLASS

Size United Double
Inches. Star Discard
Under 26..... \$4 25 \$6 25
26 to 40..... 4 65 6 75
41 to 50..... 5 10 7 50
51 to 60..... 5 35 8 50
61 to 70..... 5 75 9 75
71 to 80..... 6 25 11 00
81 to 85..... 7 00 12 50
86 to 90..... 15 00
91 to 95..... 17 50
96 to 100..... 20 50
Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto
Munro's Select Flake White..... 6 25 6 40
Elephant Genuine..... 6 25 6 40
Lily Pure..... 5 75 5 90
Monarch (Windsor)..... 5 55 5 70
Essex Genuine (Windsor)..... 5 50 5 65
Brandram's B. B. Genuine..... 7 07 7 15
"Anchor," pure..... 6 50 6 65
Ramsay's Pure Lead..... 5 50 5 65
Ramsay's Exterior..... 5 25 5 60
"Crown and Anchor," pure..... 5 75 5 90
Island City pure lead..... 5 75 5 90
Sterling C.P. Decorators..... 5 75
"Decorators..... 5 25
Robertson's C.P. lead..... 5 50 5 65
Decorators' Pure..... 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07

WHITE ZINC IN OIL

Pure, in 25-lb. tins..... 0 08
No. 1, "..... 0 07
No. 2, "..... 0 05

WHITING.

Plain, in bbls..... 0 70
Gilders bolted in barrels..... 1 00

HARDWARE

ADIES.

Carpenters', per doz..... 13 50 14 00
Plain ship, "..... 18 00 22 00

AXES AND HATCHETS

Single bit, per doz..... 6 00 9 00
Double bit..... 10 00 12 00
Bench Axes..... 6 75 10 00
Broad Axes..... 22 75 25 00
"Boys' Axes..... 5 75 6 50
Latching hatchets..... 4 70 10 10
Shingle..... 1 45 6 75
Claw..... 1 70 5 00
Barrell..... 6 50 6 85

ANVILS.

Taylor-Forbes, prospectors..... 0 05
Buckworth, per lb..... 0 10

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 24 p.c.; B.B. caps, 50, 10 and 24 p.c.; Centre Fire Pistol Cartridges, 25 and 24 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 24 p.c.; Brass Shot Shells, 45 and 124 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1 20 per 100 lbs.; bags less than 25 lbs., 1c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits..... 30 and 10
Irwin's auger..... 47
Gilmore's auger..... 60
Rockford auger..... 50 and 10
Gilmore's car..... 47
Clark's expansive..... 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

doz. pairs
stearns wood track..... 4 50 6 00
Zentli..... 9 00
Atlas, steel covered..... 5 00 6 00
Perfect..... 8 00 11 00
New Milo, flexible..... 6 50
Double strap hangers, doz. sets..... 6 40
Standard jointed hangers, "..... 6 40
Steel King hangers..... 6 25
Storm King and safety hangers..... 6 50
" rail..... 4 25
Crown..... 4 85
Crescent..... 6 50
Sovereign..... 7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen..... 3 25
Defiance, dozen..... 2 75
Gem dozen..... 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent
" " and smaller..... 70
" " 7-16 and up.....
" " Norway Iron (\$3 list)..... 60
Machine Bolts, 1/2 and less..... 60, 10 and 10
Machine Bolts, 7-16 and up..... 60
Plough Bolts..... 55, 5 and 1c
Blank Bolts..... 60
Bolt Ends..... 60
Sleigh Shoe Bolts, 1/2 and less..... 60 and 10
" " 7-16 and larger 55 and 5
Coach Screws, new list..... 75
Nuts, square, all sizes, 40c. per lb. off.
Nuts, hexagon, all sizes, 40c. per lb. off.
Stove Rods per lb., 54 to 6c.
Stove Bolts, 80

When ordering your Spring requirements in

WIRE NAILS and OILED AND ANNEALED WIRE

Specify for the products of

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George Laidlaw

Winnipeg—Harry F. Moulden

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll.....	0 70
O. K. paper, No. 1, per roll.....	0 75
O. K. paper, No. 2, per roll.....	0 70
Plain Fibre, No. 1, per 400 ft. roll.....	0 45
Plain Fibre, No. 2,	0 27
Tarred Fibre, No. 1, per 400 ft. roll.....	0 35
Tarred Fibre, No. 2,	0 55
Tarred Fibre Cyclone, 25 lb., per roll.....	0 45
Plain Surprise, per roll.....	0 40
Resin sized Fibre, per roll.....	0 40
Asbestos building paper, per 100 lbs.....	4 00
Heavy straw, plain & tarred, per ton.....	37 50
Carpet Felt, per 10 lbs.....	2 50
Tarred wool roofing felt, per 100 lb.....	1 80
Pitch, Boston or Sydney, per 100 lbs.....	0 70
Pitch, Scotch, per 100 lbs.....	0 65
Heavy Fibre, 32" & 60", per 100 lbs.....	3 00
2 Ply Ready Roofing, per square.....	0 70
3	0 95
2 Ply complete, per roll.....	1 15
3	1 35
Liquid Roofing Cement, brls., per gal.....	0 15
" " tins.....	0 20
Crude Coal Tar, per barrel.....	3 50
Refined Coal Tar, tins, per doz.....	1 25
Refined Coal Tar, per barrel.....	4 50
Shingle varnish, per barrel.....	4 50
Oaps, per lb.....	0 06
Nails, per lb.....	0 05
Mop cotton, per lb.....	0 15

BINDER TWINE.

500 feet, sisal.....	0 07 1/2
800 " standard.....	0 07 1/2
550 " Manila.....	0 07 1/2
600 " ".....	0 08 1/2
650 " ".....	0 09

Car lots, to less; 5-ton lots, to less
Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c.	
Wrought Brass, 45 p.c. off revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin, 70 per cent.	
Crescent brands, 70 per cent.	

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl 1 50	1 65
White Bros. English.....	2 00
" Lafarge " cement in wood.....	3 05
Fire brick, Scotch, per 1,000.....	23 00
" " English.....	21 00
" " American, low.....	23 00
" " high.....	27 50
Fire clay (Scotch), net ton.....	5 10

ORALS AND PENCILS

Carpenters Colored, per gross.....	0 65
" lead pencils, per grs.....	2 40

CHISELS.

Cold chisels, 5 x 6 in., doz.....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN

Proof coil, per 100 lb., 1/2 in., \$6.00; 5-16 in., \$4.85; 3/4 in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 1 1/8 in., \$3.65; 1 1/4 in., \$3.60; 1 1/2 in., \$3.45; 1 3/4 in., \$3.40.	
Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	

CHURNS.

No. 4, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent; f.o.b. Ottawa, Kingston and Montreal, 47 1/2 per cent.	
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CLAMPS

Malleable swivel head, 4 in.....	2 50
" adjustable, 4 in.....	7 60
Carpenters, 3 feet.....	3 60

CONDUCTOR PIPE.

3 inch, in 10 foot lengths.....	3 00
4 " ".....	3 65
5 " ".....	4 80
6 " ".....	6 40
8 " ".....	8 00

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.	
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Copper tea and coffee pots, 45 p.c.
Copper pints, 30 per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
DOOR HANGERS (PARLOR)

Single sets, each (Easy brand).....	1 80
Double sets, each.....	3 25
Unbreakable rail, 110 feet.....	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.....	5 25
Folding handles, 8 inch, doz.....	1 8

DRILLS.

Bit stock drills, 2-32 in., doz.....	0 67
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ESCUTOCHONS

Canadian, 45 and 10 per cent.

ESCUTOCHON PINS

Steel, discount 50 per cent
Brass, 55 per cent.

KAVETROUGHS.

8 inch, in 10 foot lengths.....	2 75
10 " ".....	3 00
12 " ".....	3 50
15 " ".....	5 10

Add extra 10c. per 100 on O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 125 p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

Diston's.....	70 and 10
Great Western, American.....	70 and 10
Kearney & Foot, Arcade.....	70 and 10
J. Barton Smith, Eagle.....	70 and 10
McClellan, Globe.....	70 and 10
Black Diamond.....	60 and 10
Nicholson.....	62 1/2
Jowett's (English list).....	27 1/2

FORGES

Blacksmiths portable, 135 lbs..... 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent.
Flaring Pattern, 50 per cent.
Galvanized washtubs, 45 per cent.

HAMMERS.

Tack, iron, doz.....	0 35
Ladies claw, handled, doz.....	0 60
Adze eye nail hammer, 10 oz., doz.....	1 25
" " hickory handle, 1 lb., doz.....	8 25
" " straight claw, 1 lb., doz.....	7 00
Farmers hammers, 10 oz., doz.....	5 60
Tinners setting 1 lb., doz.....	4 50
Machinists, 1 lb., doz.....	3 20

HARVEST TOOLS.

50 and 5 per cent.
Sidelwalk and stable scrapers, net
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS

Jute Rope, 1/2 inch..... per gross.....	9 00
" " ".....	12 00
" " ".....	12 00
Leather, 1-inch..... per doz.....	4 00
Leather, 1 1/2 ".....	5 30
Web.....	3 45

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4 in. 100 lb. net.....	7 25
" " 5 in.	7 00
" " 6 in.	6 75
" " 8 in.	6 50
" " 10 in. and larger.....	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 12 in..... per 100 lb.....	4 50
over 12 in.....	3 50
Crate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

HINGES (SPRING)

Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$8.40; No. 50, \$17.58; No. 51, \$7.76; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	
Chicago hold back screen door, iron, gro. \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface floor (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
" Chief " floor hinge, 50 p.c.	

HOOKS

Wrought iron hooks and staples—	
1 x 5..... per gross.....	2 25
5-16 x 5.....	3 40
Bright wire screw eyes and hooks, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Iron screw hook, 60 and 20 p.c.	
Iron gate hooks and eyes 60 and 20 p.c.	
Crescent hat and coat wire, 60 per cent.	

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, \$2.80 per box base No. 9 and larger; Capewell brand, quotations on application.

HORSESHOES.

M.K.M. & "Bell" brands iron, light & medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern No. 1 and smaller, \$4.00, No. 2 and larger, \$3.75; "X.L." new light steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special counterweights steel, No. 0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00. F.o.b. Montreal and Belleville. Extras for packing.
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4 1/2 c. per lb.
Competition grade lawn hose, 70, 10 and 5.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES

Hay knives, net list.
Claus, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN MUNDRIES.

Asbestos mats, 50 p.c.	
Can openers, per doz.....	0 40
Mincing knives, per doz.....	0 50
Potato mashers, wire, per doz.....	0 60
" " wood.....	0 50
Vegetable slicers, per doz.....	2 25
Universal meat chopper No. 1.....	1 15
Enterprise chopper, each.....	1 30
Spiders and fry pans, 50 and 5 p.c.	
Star Al chopper 5 to 32.....	1 35
Star Al chopper 100 to 103.....	1 35
Kitchen hooks, bright.....	0 60
Toasters, 50 p.c.	
Fire shovels, 50.	

On top stores and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast..... per doz. 6 75
Lift Tubular and Winge Plain " 6 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, \$1.20
Lamp wick, 50 per cent.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10 1/2 in. wheel, 4 knives, 12 in., \$8.50; 10 1/2 in. wheel, 4 knives, 12 in., ball bearing, \$10.00. 50 per cent. f.o.b. Guelph.
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in., \$2.75; do., 4 knives, \$3.85; 9 in. wheel, 3 knives, 12 in. sizes, \$3.80; do., 4 knives, \$3.50; 10 1/2 in. wheel, 4 knives, 12 in. sizes \$4; ball bearing, \$4.85.

LOCKS AND KEYS

Canadian 45 and 10 per cent.
LUMBERMEN'S SUPPLIES
Cant hooks, dozen, from..... 12 00
Axes, dozen, from..... 6 50
Axe handles, dozen, from..... 1 15
Cross cut saws, per foot..... 0 25
Axe wedges, dozen..... 0 25
Ball and heel calks..... 4 00

MAHINETS

Tinsmiths', 2 1/2 x 5 1/2 in., per doz..... 1 25
Carpenters', round hickory, 6 in., per doz..... 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz..... 15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste..... 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, \$5 dozen
Picks, 6 to 7 lb., 4, 65 doz.
Pick handles, \$1.85 dozen.
Prospectors' hammers, 16 cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 32 cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz..... 1 20
Folding ironing boards..... 16 25

NAILS

	Wire
1-1 1/2 inch.....	3 35
1 1/2 inch.....	3 05
1 1/2-1 3/4 inch.....	2 75
2-2 1/4 inch.....	2 65
2 1/4-3 inch.....	2 60
3-3 1/2 inch.....	2 45
3 1/2-4 inch.....	2 4
4, 5, 5 1/2, 6 inch (base).....	2 3
Cut nails—Montreal, \$2.40; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coopers' nails, 33 1/2 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.....	3 85

SAKUM.

Plumbers..... per 100 lb..... 4 50

OLIBRA.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen..... 10 80
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent.

FLATIRON SODS

Hollowware, 40 per cent. discount.
Flatware, staples, 40 and 10 fancy, 40 and
Hutton's "Cross Arrow" flatware, 40%
"Singsale" and "Alaska" Nevada silver
flatware, 45 p.c.

The Shears of Proved Quality

HEINISCH SHEARS

The keen-cutting edge on Heinisch Shears has won for them a supreme place and has made them the most profitable line of shears in the trade.

Tailors' Shears Tinners' Snips Trimmers, etc.

Sold by all jobbers.

R. Heinisch & Sons Co., Limited

Newark, N.J., U.S.A.

PIECED WARE.		SCREEN DOORS AND WINDOWS		STAPLES		THERMOMETERS.			
Discount 40 per cent. 4, 10 and 14-qt. stirring pails 40 per cent. Copper bottom tea kettles and boilers. 40 p.c. Coal hods. 45 per cent. Boiler and tea kettle pits, 40 p.c.		Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 80 Common doors or 3 panel, grained only, 4-in. style 8 10 Beaver window screens, 14x18, open 28 1/2 inches 1 60 Perfection window screens, 14x15, open 22 1/2 inches 1 80 Model window screens, 14x22, open 36 1/2 inches 2 25		Poultry netting, 100 lbs. 5 70 Bed, 100 lbs., No. 14 6 75 Blind, per lb. 12 Coopers' staples, 45 per cent. Bright spear point, 75 per cent.		Tin case and dairy, 75 to 75 and 10 per cent.			
PLANES.		SCALES.		STABLE FITTINGS.		TINNERS' SNIPS.			
Wood bench, Canadian, 40, American, 25 p.c. Wood, fancy, 30 to 35 per cent. Stanley planes, \$1.55 to \$3.60, net list prices.		Gurney Standard, 35; Champion, 45 p.c. Burrow, Stewart & Milne - Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45. Fairbanks Standard, 50; Dominion 50 Richelieu, 50. Warren new Standard, 35. Champion, 45 Weigh Beams, 30.		Dennis Wire & Iron Co., 33 1/2 p.c.		Discount 35 per cent.			
PLIERS AND NIPPERS.		SCYTHE SNATHS.		STOVE BOARDS		TINNERS' TRIMMING.			
Button's genuine, 37 1/2 to 40 per cent.		Canadian, 40 per cent		Lithographed, 60 and 10		Discount, 45 per cent. Plain and retinned, 75 and 12 1/2.			
PUMPS.		SCREWS		STOVEPIPE.		TRAPS (STEEL GAME)			
Berg's wing pump, 75 per cent.		Wood, F.H., bright and steel 85 and 10 " R.H., bright 80 and 10 " F.H., brass 75 and 10 " R.H., brass 70 and 10 " F.H., bronze 70 and 10 " R.H., bronze 65 and 10 Drive screws 85 and 10 Set, case hardened 60 Square cap 50 and 05 Hexagon cap 45 Bench, wood, per doz. \$5 00 " iron, per doz. 4 25		5 and 6 inch, per 100 lengths 7 00 7 inch 7 50 Neatable, 45 per cent.		Newhouse, 30 per cent. Hawley & Norton, 40, 10 and 5 per cent. Victor, 60 and 5 per cent. Oneida Jump (Star), 50, 10 and 5 per cent.		Traps (RAT AND MOUSE)	
RAZORS.		Per cent.		STOVEPIPE ELBOWS		Doz			
Baker's 7 50 11 00 " King Outter 15 00 Henckels' 7 50 20 00 Clause automatic safety 32 00 Clause perfect stropper 16 00 Gillette Safety, each 3 75 Clause Razors and strops, 50 per cent. Ever Ready Safety 9 00		Canadian, 40 per cent		and 6-inch, common per doz 1 2 7-inch 1 35 Beveled, 15c per dozen extra. Elmbles, 70 p.c.		Out O' Sight Mouse Traps 0 60 " Rat Traps 1 20 Easy Set Mouse 0 45 " Rat 0 45 Blizzard Mouse Traps 0 45 " Rat Traps 0 95 Hold-Fast (formerly Devil) Mouse Traps 0 25 Hold-Fast (formerly Devil) Rat Traps 0 80 5-Hole Tin Chokers 0 80			
ROPE AND TWINE.		SCISSORS AND SHEARS		STOCKS AND DIES.		VISES			
Steel rope 0 09 Pure Manila rope 0 10 1/2 " British" Manila 0 0 1/2 Cotton, 3-16 inch and larger 0 24 Russia Deep Sea 0 16 Jute 0 09 Lath Yarn, single 0 08 " double 0 08 1/2 Steel had cord 48 feet per doz 0 65 " 50 feet 0 8 " 70 feet 0 5		Clause nickel-plated and shears, 60; Japa- 65; tailors, 40; puning, 70. Revmon's 50 and 10 per cent.		No. 20 Beaver Die Stock 18 75		Per pound 0 12 0 12 1/2 Hinged pipe vise, 25 lbs. 3 55 Saw vise 4 50 5 00 Blacksmiths', 60; parallel, 45 per cent.			
Cotton clothes line, 27 1/2 off.		SCISSORS (MACHINE)		TACKS, BRADS, ETC.		WASHING MACHINES.			
Bag, Russian twine, per lb. 0 27		Flat head, iron and brass, 35 per cent. Fillister head, iron, 30; brass, 25 per cent.		Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; 1/2 weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimp, blue, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.		New Ontario 41 25 Round, re-sawing per doz. 73 75 Square 77 50 Downswell 48 75 New Centur, Style A 93 75 Ideal Power 165 00 Dalsey 67 50 " Thompson 74 00 Furitan Motor 165 00 Connor, mproved 48 75 Ottawa 51 25 Connor Ball Bearing 108 75 Connor Gearless Motor Washer 172 50 20 per cent.			
Wrapping, cotton, 3-ply twine 0 26 " 4-ply twine 30 Mattress twine per lb. 0 33 0 45 Yarn " 0 27 0 25		NICKEL DRIVERS.		TAPS LINES.		WHIFFLETREES.			
REFRIGERATORS		NORTH BRUS.		TOWELS.		Doz			
Sanderson-Harold, 40 per cent. Galvanized, 45 p.c.		Sargents per doz 0 45 1 00 North Brus., No. 30 per doz. 16 9		Universal, ass skin, No. 714, 66 ft., doz. 3 00 Lufkins, linen, No. 404, 66 ft., each 0 94 " steel, No. 264, 66 ft., each 3 10 Chesterman's, linen, No. 1822, 66 ft., ea. 1 10 " Metallic No. 1821 1 95 " Steel, No. 1840, 50 feet 4 20		Royal Canadian, 11 in. doz. 42 25 Improved Royal Canadian, 11 in. 44 75 Eze, 10 in. per doz 43 25 Bicycle, 11 inch 54 25 Trojan, 12 inch 97 50 Challenge, 3 year, 11 in. 45 75 Ottawa, 3 year, 11 in. 52 00 Favorite 5 year, 1 in. 63 00 20 per cent.			
RIVETS AND BURRS.		SCISSORS AND SHEARS		TOWELS.		WHEELBARROWS			
Iron Rivets, black and tinned, 50, 10 and 10. Iron Burrs, 60 and 10 and 10 p.c. Copper Rivets, usual proportion burrs, 35 and 12 1/2 per cent. Copper Burrs only, 22 1/2 p.c. Extras on Coppered Rivets 4-lb. packages 1c. per lb.; 4-lb. packages 3c. lb. Tinned Rivets, net extra, 3c. per lb. Coppered Rivets, net extra, 2 1/2c. per lb.		Clause nickel-plated and shears, 60; Japa- 65; tailors, 40; puning, 70. Revmon's 50 and 10 per cent.		Disston's 60 and 10 p.c. Stanley Try Squares, size 7 1/2, doz. net. \$2 85		Navy, steel wheel, dozen 21 20 Garden, steel wheel, dozen 32 40			
RIVET SETS.		SHOVELS AND SPADEN		TOWELS.		WHIFFLETREES.			
Canadian, 35 to 37 1/2 per cent.		Canadian, No. 1 and 2 grade, 80 and 2 1/2 p.c.; No. 3 and 4 grade, 60 and 2 1/2 p.c.		Disston's 60 and 10 p.c. Stanley Try Squares, size 7 1/2, doz. net. \$2 85		Tubular steel whiffletrees, 28 in. 0 70 " " " 34 in. 1 00 " " " 36 in. 1 25 " " neokoyes, 36 in. 1 05 " " doubletrees, 40 in. 0 95 " " lumbermen, 44 in. 1 15			
RULES.		SQUARES.		TOWELS.		WOOD HANDLES			
Boxwood, No. 68, 2 foot, doz. 1 15 Ivory, No. 1282, 2 foot, each 3 50		Disston's 60 and 10 p.c. Stanley Try Squares, size 7 1/2, doz. net. \$2 85		Disston's 60 and 10 p.c. Stanley Try Squares, size 7 1/2, doz. net. \$2 85		Second growth ash fork, hoe, rake and shovel handles, 45 p.c. Extra ash fork, hoe, rake and shovel handles, 45 p.c. No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c. White ash whiffletrees and neokoyes, All other ash goods, 40 p.c. All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c. Hickory, maple, oak carriage and express whiffletrees, 45 p.c.			
SAD IRONS.		SNAPS.		TOWELS.		WRENCHES			
Mrs. Porter, No. 55, polished, per set 0 75 " No. 50, nickel-plated, 0 80 " handles, japanned, per gross 8 40 Common, plain 4 25 plated 5 50 Asbestos, per set 1 50		Harness, 25 per cent		Disston's, 10 per cent.		Agricultural, 67 1/2 p.c.			
SAND AND EMERY PAPER.		SOLDERING IRONS		TOWELS.		WROUGHT IRON WASHERS.			
Sand and emery paper, 35 per cent		Base, per lb., 28 cents.		Disston's, 10 per cent.		Canadian, 50 per cent.			
SASH WEIGHTS.		STAMPED WARE.		TOWELS.		WROUGHT IRON WASHERS.			
1 lb. each, per 100 lb. 2 20 3 to 30 lbs 1 0		Plain, 75 and 12 1/2 per cent. Retinned, 75 and 12 1/2 per cent.		Disston's, 10 per cent.		Canadian, 50 per cent.			
SASH CORD.		SAP SPOUTS.		TOWELS.		WROUGHT IRON WASHERS.			
No. 8, per lb. 0 34 1/2		Bronzed iron with hooks per 1,000 7 50 Eureka tinned steel, hooks 8 00		Disston's, 10 per cent.		Canadian, 50 per cent.			
SAWS.		TACKS, BRADS, ETC.		TOWELS.		WROUGHT IRON WASHERS.			
Atkins Hand and Crosscut, 25 per cent. Disston's Hand, 15 per cent. Simonds Hand, 15 per cent.		Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; 1/2 weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimp, blue, tinned and japanned, 82 1/2; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.		Disston's, 10 per cent.		Canadian, 50 per cent.			
SAW SETS.		TAPS LINES.		TOWELS.		WROUGHT IRON WASHERS.			
Canadian discount, 40 p.c.		Universal, ass skin, No. 714, 66 ft., doz. 3 00 Lufkins, linen, No. 404, 66 ft., each 0 94 " steel, No. 264, 66 ft., each 3 10 Chesterman's, linen, No. 1822, 66 ft., ea. 1 10 " Metallic No. 1821 1 95 " Steel, No. 1840, 50 feet 4 20		Disston's, 10 per cent.		Canadian, 50 per cent.			

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Bicycles and Accessories. Johnson's, Iver, Arms and Cycle Works Fitchburg, Mass.	Chucks Ryall Tool Co., Montreal.	Escutcheon Pins The Parmenter & Bullock Co., Guelph, Ont. Montréal Rolling Mills, Montreal.	Hinges Canada Steel Goods Co., Hamilton. Taylor-Forbes Co., Ltd., Guelph, Ont.
Binder Twine. Plymouth Cordage Co., N. Plymouth, Mass.	Churns. Connor, J. H., & Sons, Ottawa, Ont. Howell Mfg. Co., Hamilton. McWells, David, & Sons, St. Mary's, Ont.	Fencing--Woven Wire. Dominion Wire Mfg. Co., Montreal. Montréal Rolling Mills, Montreal. Owen Sound Wire Fence Co., Owen Sound. Watson, Jack & Co., Montreal	Hockey Sticks Still, J. H. Mfg. Co., St. Thomas.
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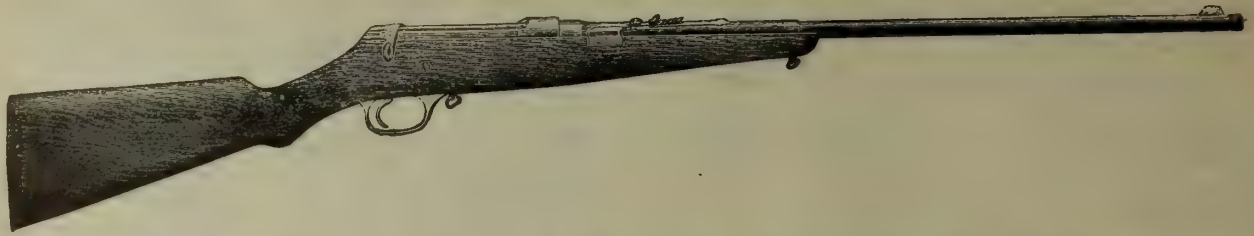
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NO. 17

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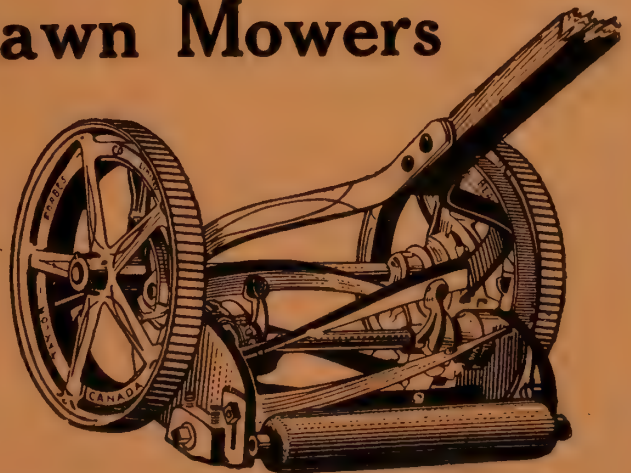
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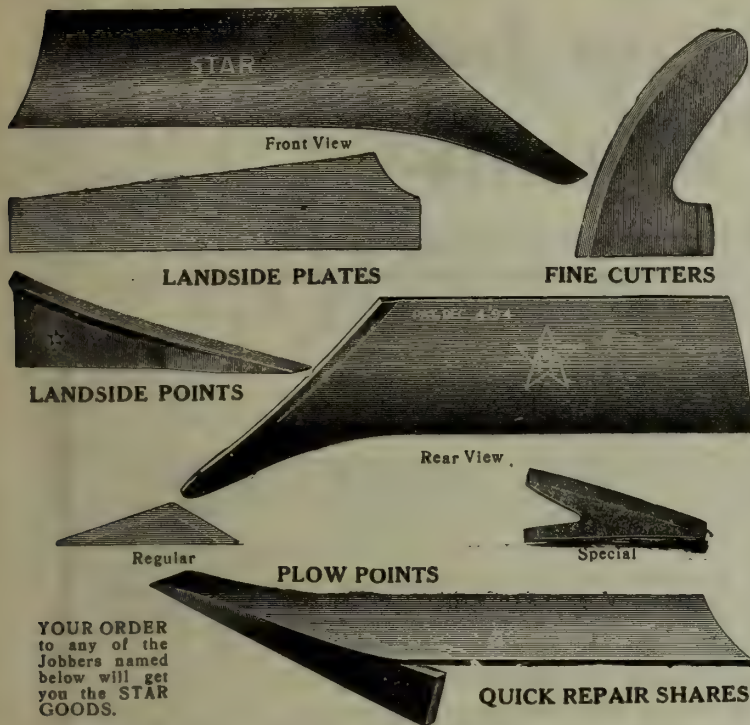
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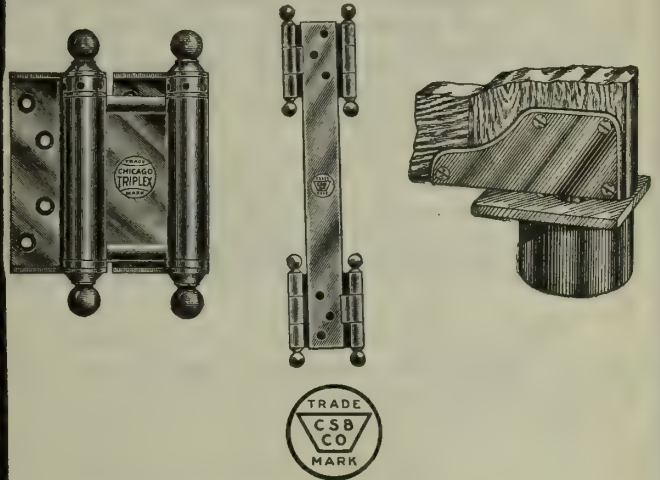
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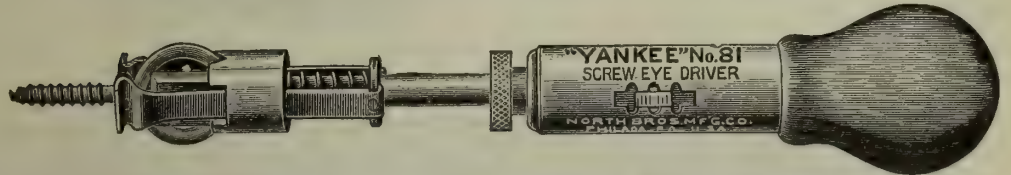
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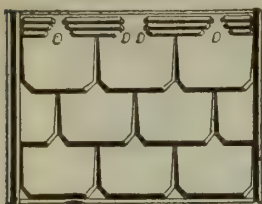
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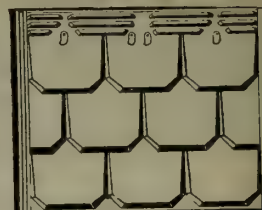
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Another Score for "Eastlake" Quality

"EASTLAKE"



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R. Taylor, Esq.,
Sebright, Ont.

Rosebank Farm,
Manilla, Ont., Dec. 25, 1909

Dear Sir:—In reply to your inquiry of the 21st inst., I beg to state that I roofed my dwelling house 22 years ago last fall with "Eastlake" Shingles, made by THE METALLIC ROOFING CO OF TORONTO. They have given excellent satisfaction. They have never leaked nor have the cleats turned down.

Three years ago the Township of Brock built a new townhall and the council appointed a committee of some of the largest ratepayers and the men of most experience to investigate the claims of the different makers of metal shingles. After giving it very full and careful consideration they unanimously recommended the "Eastlake" Shingle, which was used with very satisfactory results.

Yours truly, (Sgd.) HY. GLENDINNING

NOTE.—Mr. Glendinning is President of the Eastern Ontario Dairymen's Association and is well known throughout Ontario as a lecturer to Farmers' Institutes under the auspices of the Ontario Government.

Mr. Taylor, of Sebright, has since ordered Galvanized "Eastlake" Shingles.

Write for our Illustrated Price List No. 4—it will help you make sales.

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The **Metallic Roofing Co** *Limited*
TORONTO & WINNIPEG

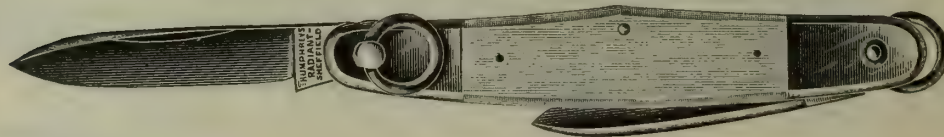
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If any of these specialties are found faulty we will exchange. **ALL HADDON SPECIALTIES CAN BE HAD FROM JOBBERS.**

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TRADE

SIMPLEX

ROOFING NAILS

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ONE PIECE
TIME SAVERS



LARGE HEAD
CURVED HEAD

Advertising in **HARDWARE AND METAL** usually brings us good returns.

This will explain why we took seven pages in the Special Spring Number of March 26th.

The advertisement that brought us the most inquiries was for **Simplex Roofing Nails**, and for that reason we are telling you more about them this week.

The Simplex Nail has a head made from stock much thicker than a tin cap. This means long life. A thin tin cap soon rusts through.

The curved head enables it to be driven without the edge curling up and without cutting the roofing.

Two marked points of advantage.

Samples and Prices on Application

LEWIS BROS., LIMITED

Agents for the Dominion of Canada

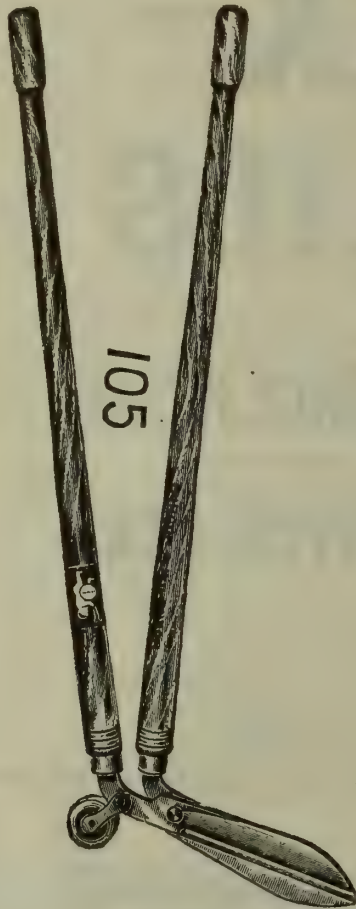
MONTREAL

OTTAWA

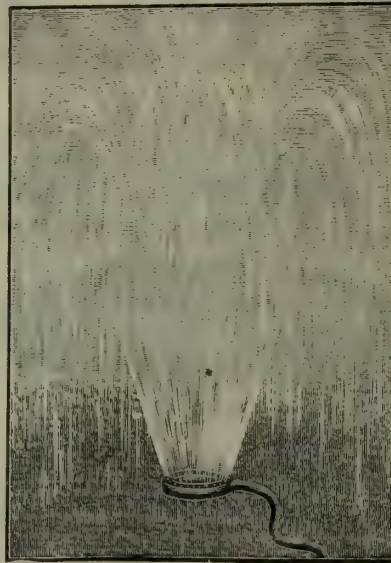
TORONTO

VANCOUVER

Garden Supplies



No. 105.—Border Shears, with wheel



"Fountain" Lawn Sprinkler, in use



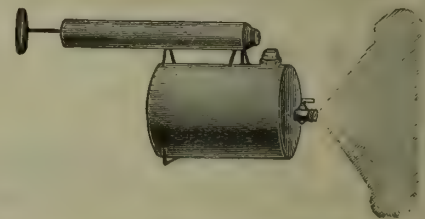
No. 106.—Lawn Shears



Garden Trowels



No. 100.—Garden Shears



Utica Blizzard Sprayers

Garden Supplies
will soon be
in great demand

Do not lose sales
by not having the proper
goods in stock

See our General Catalogue for complete line of Garden Supplies.
Write us, we have interesting prices to offer.

WE SHIP PROMPTLY

Ask our Travellers about this line.

WE SHIP PROMPTLY



FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

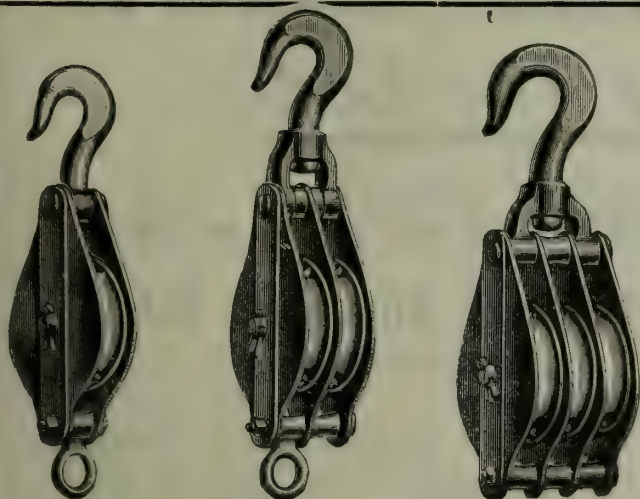
Montreal

: : : : :

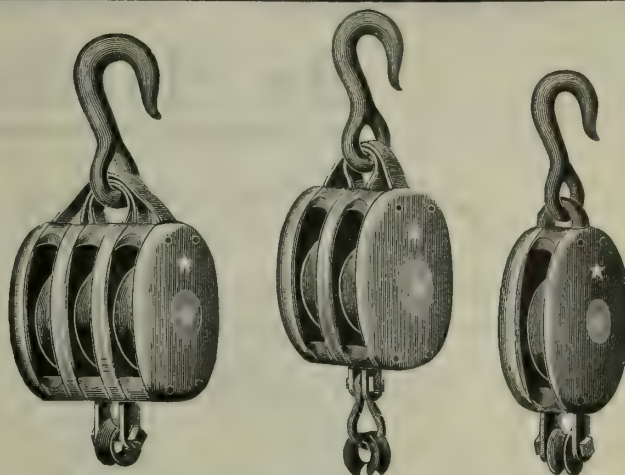
Canada



PULLEY BLOCKS



LONDON PATTERN WROUGHT IRON
FOR ROPE $\frac{3}{8}$, $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$, $\frac{7}{8}$, 1, $1\frac{1}{4}$, $1\frac{1}{2}$, $1\frac{3}{4}$ in.
OUR BLOCKS ARE FULL SIZED



INSIDE STRAPPED WOOD BLOCKS
FOR ROPE $\frac{3}{8}$, $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$, $\frac{7}{8}$, 1, $1\frac{1}{8}$, $1\frac{3}{8}$ in. Dia.

SNATCH BLOCKS

IRON

For Rope $\frac{5}{8}$, $\frac{3}{4}$, $\frac{7}{8}$, 1, $1\frac{1}{4}$ in.

WOOD, IRON STRAPPED

For Rope $\frac{7}{8}$ and 1 in.



IRON



WOOD

**Mill,
Railroad
and
Contractors'
Supplies**

Weston's Improved Chain Blocks

10 FOOT LIFT

Most simple
Chain Block
Made.

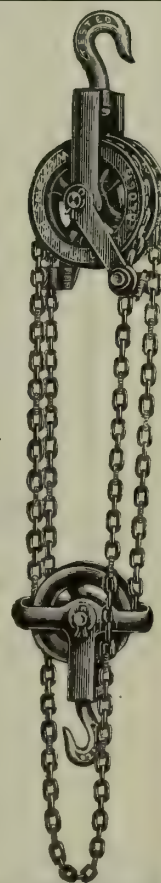
No complicated
Parts to get out of
Order.

We sell them at
Reasonable prices

Sizes like Illus-
tration.

$\frac{1}{2}$, $\frac{3}{4}$, 1, $1\frac{1}{2}$, 2 and 3
ton capacity.

Geared 5 ton
Capacity.

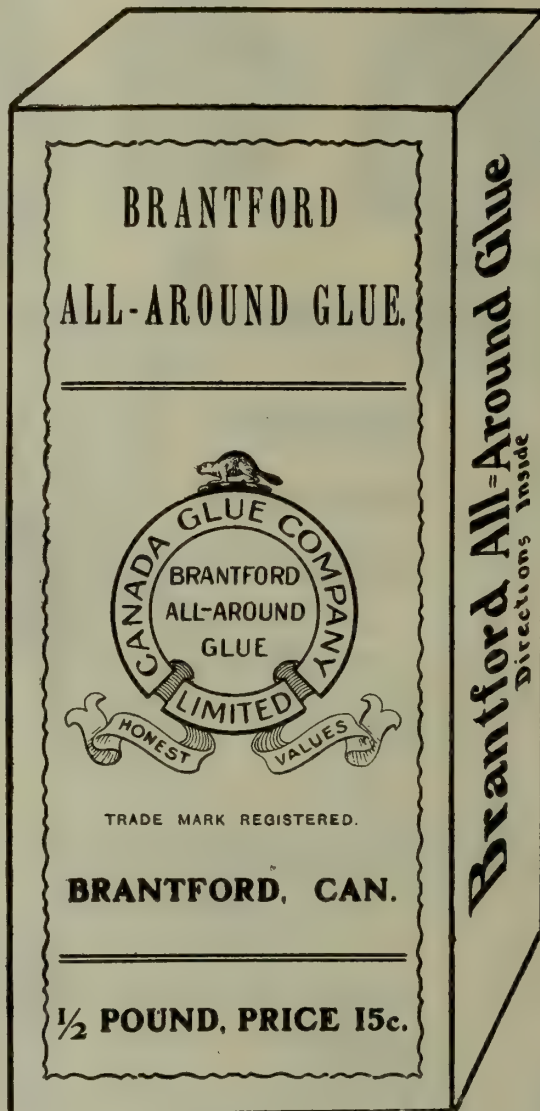


Caverhill Searmont & Co

MONTREAL & WINNIPEG

SELL MORE GLUE

By Handling The Best



The Package Idea Applied to GLUE.

Brantford All-Around GLUE

(GRANULATED)

In Sealed Cartons of 1 Pound and $\frac{1}{2}$ Pound, retailing at 25c. and 15c.

Brantford All-Around Glue is strictly what its name implies: Suitable for any purpose. It is GOOD enough for the Cabinet Maker, the Carpenter, the Painter, the Bookbinder, the Householder, in fact, for anyone requiring a GOOD GLUE. Ready for use in a few minutes.

We assume the responsibility of pleasing your customer by standing back of every package with a guarantee of quality.

It is MADE IN CANADA by the

Largest Glue and Gelatine Works under the British Flag.

Sold by all Jobbers. Ask yours.

CANADA GLUE CO., LIMITED

Montreal, 224 Lemoine St.

BRANTFORD, ONTARIO, CANADA

Toronto, 50 Front St. East

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

How About Farm Tools ?



The reputation of your store hinges on the satisfaction you give in farming tools. An inferior make soon shows itself in broken handles and bent steel, with subsequent loss of trade in other lines. Dealers who want the best to be had will find

Samson Farming Tools

a safe line to tie to. Made with special regard to strength and reliability, they give the fullest measure of service at moderate cost, and sell themselves without any urging. Every "Samson" tool goes out from us with a positive guarantee. We give you the assurance of something more than mere guesswork, and make it worth your while to push the "Samson" line in preference to any other.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

WE SHIP PROMPTLY.

TORONTO

OUR PRICES ARE RIGHT

Graham Nails are the Best.



CRESCENT
BRAND

BUTTS

**A GOOD LEADER
FOR THE
BUILDERS' HARDWARE
Department.**



(3 x 3 full size)

Builders to-day are asking for
Crescent Brand Butt Hinges

A satisfied customer is the best advertisement

CANADA STEEL GOODS CO., Limited

HAMILTON

Manufacturers

ONTARIO

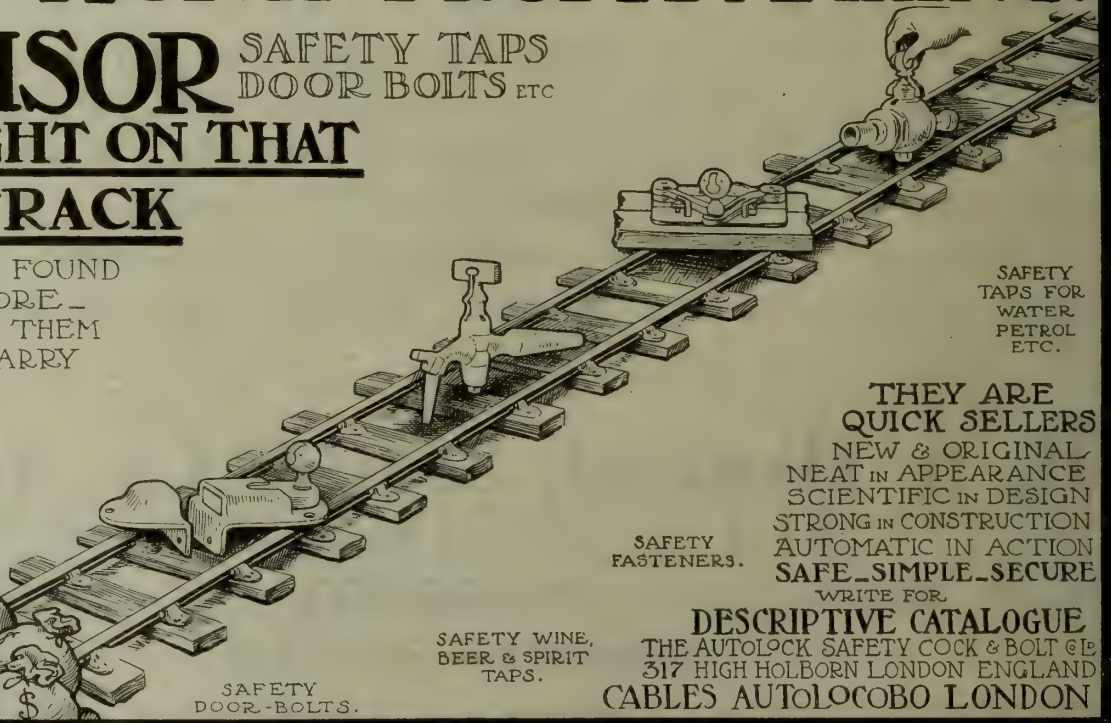
YOU MUST KEEP ALONG THE MAIN TRACK^{TO} PROFIT-MAKING.

THE PATENT **VISOR** SAFETY TAPS
DOOR BOLTS ETC
**ARE RIGHT ON THAT
TRACK**

& SHOULD BE FOUND
IN YOUR STORE -
IF YOU CARRY THEM
THEY WILL CARRY

YOU
TO

**PROFIT
STATION.**



SAFETY
TAPS FOR
WATER
PETROL
ETC.

**THEY ARE
QUICK SELLERS**

NEW & ORIGINAL
NEAT IN APPEARANCE
SCIENTIFIC IN DESIGN
STRONG IN CONSTRUCTION
AUTOMATIC IN ACTION
SAFE - SIMPLE - SECURE

WRITE FOR

DESCRIPTIVE CATALOGUE.

THE AUTOLOCK SAFETY COCK & BOLT & L
317 HIGH HOLBORN LONDON ENGLAND

CABLES AUTOLOCOBO LONDON

SAFETY
FASTENERS.

SAFETY WINE,
BEER & SPIRIT
TAPS.

SAFETY
DOOR-BOLTS.

Principle— Not “Policy.”

We never make a change in methods, processes or treatments to save money—unless the change improves our product.

If a change will improve our product, we never hesitate an instant because the new way costs money.

We have invented or developed nearly all important processes of modern saw-making—we are and for seventy years have been first to adopt and utilize every improvement brought forth by science, human ingenuity or the progress of events.

We have always found that although improved methods may seem slow or difficult or expensive at first, they invariably work out faster, easier and more economical.

It's to your advantage to associate yourself in a business way with an industrial organization which is guided in all things great and small, by the highest purposes, motives and ideals.

Every Disston Saw, file and tool has back of it the absolute guarantee of one of the greatest business institutions in America.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel & File Works,
PHILADELPHIA, :: :: U.S.A.

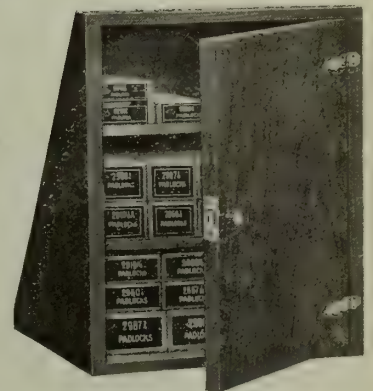


CORBIN'S

No. 400

Padlock
Display
and
Stock
Cabinet

Cabinet, Trunk,
Suit-Case Locks
and Trimmings,
Miscellaneous
Hardware, Keys
and Key Blanks.



CORBIN CABINET LOCK COMPANY

NEW BRITAIN, CONN., U.S.A.

NEW YORK CHICAGO PHILADELPHIA

Simplicity of Gearing

is a leading feature of the

“Winner” Rotary Washer

which is not at all liable to get out of order.



The main shaft runs on roller-bearings, which carry all the weight and make the machine very easy-running. The inside is widely corrugated, and the whole machine is strongly built and attractively finished.

A strong-selling line you can handle profitably.

Write for Catalogue and Prices.

J. H. Connor & Son, Limited
OTTAWA, CAN.

You Realize Fully

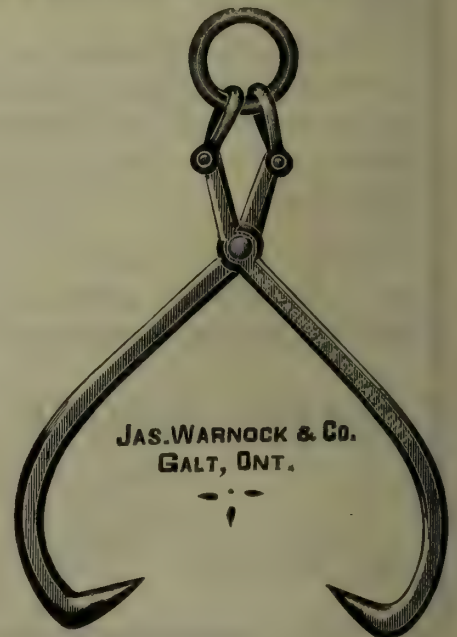
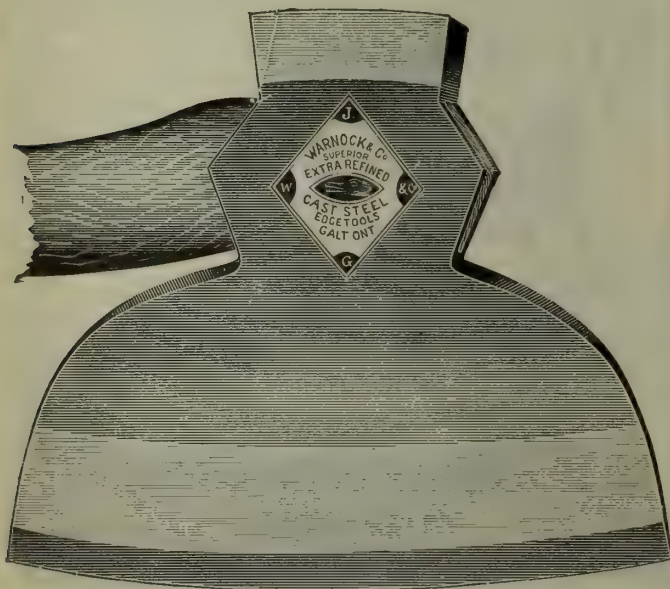
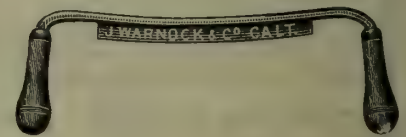
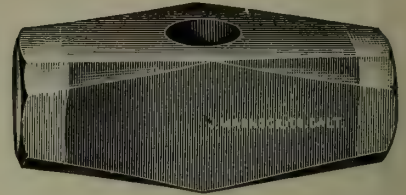
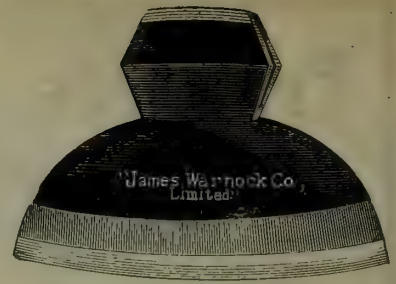
the advantage of securing the reputation of selling the best tools in your locality. And you can **gain** and **maintain** such a reputation by specializing on the Allan Hills line of

GENUINE SHEFFIELD STEEL TOOLS

This is the only **complete** line of edge and lumbering tools produced in Canada from real Sheffield steel. Every tool guaranteed absolutely.

**Allan Hills Edge Tool Co.,
Limited**

GALT, - - - ONTARIO





ONEIDA

DOG & HALTER CHAIN

AMERICAN PATTERN
FLAT LINK

LOCK RING

adjusts loop
to any size and
locks it fast

DEALER'S
PROFIT

on Oneida Halter Chains
is unusually generous.

INSIST UPON
GETTING THEM.

ONEIDA COMMUNITY, LTD.
NIAGARA FALLS, ONT.



PULL TOGETHER!

*A
Little
Talk
On
Co-
operation
That
Means
Business*



YOU have heard of co-operation plans before. *But*—has the Gurney-Oxford co-operation plan ever been equalled or approached as a puller in your experience in the stove trade? This is co-operation that is tangible. Co-operation that many of our dealers are getting the benefit of in every day's business—seeing the actual proof upon the books. Co-operation that is systematically planned to corral business and turn the tide towards your store.

Have you seen the natural gas ads. running in the natural gas towns? That is one portion of the plan. Note the dealer's name on the bottom. Read over one of the ads. and see if they are not "pullers." Investigate and see if it wouldn't be to *your* benefit to have your signature at the foot of just such ads. We are ready to co-operate with you. Let's hear from you.



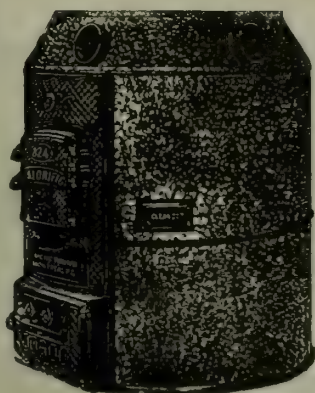
SEND
FOR
OUR
DEALER'S
FOLDER

THE GURNEY FOUNDRY CO., LIMITED

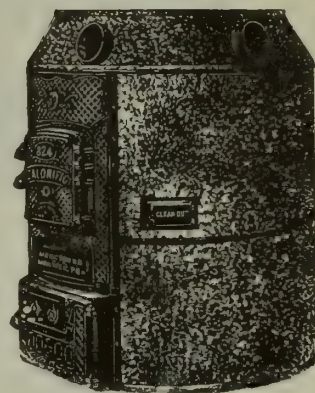
TORONTO

Montreal, Hamilton, Winnipeg, Calgary, Vancouver

CALORIFIC WARM AIR FURNACES



Be sure and see these before you buy elsewhere. These furnaces will save money for you. We install them for you if you wish. We guarantee them absolutely to suit you. Write the guarantee yourself if you wish and have us sign it. Pay when you are satisfied. What more can we do?



Record Foundry & Machine Company

Foundries at MONTREAL, QUE., and MONCTON, N.B.

Sales Agencies: Moncton, Montreal, Toronto, Winnipeg, Calgary and Vancouver

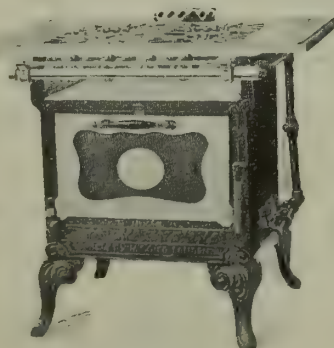
The "McClary" Gas Range

42 Styles and Sizes

We are now shipping large quantities and can fill orders promptly.

Among the new features will be found the Alluminized Oven Racks and Linings which are all removable for washing.

The Drip Trays and
Broiler Pans are all
white enamelled and
the Broiler Racks
are blue enamelled



Style D. Nos. 56 and 58.

All ranges can be fitted
with two-burner extension
Hot Water Heater or Reservoir
and for either natural or
artificial gas.

To-day is the time to order.

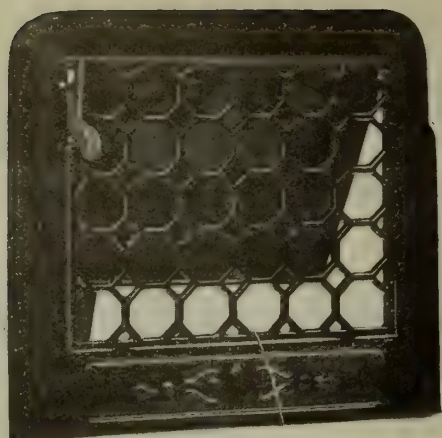
McCLARY'S

London
Montreal

Toronto
Winnipeg

Vancouver
Hamilton

St. John, N.B.
Calgary



The Empire Special Convex Reversible Wafer

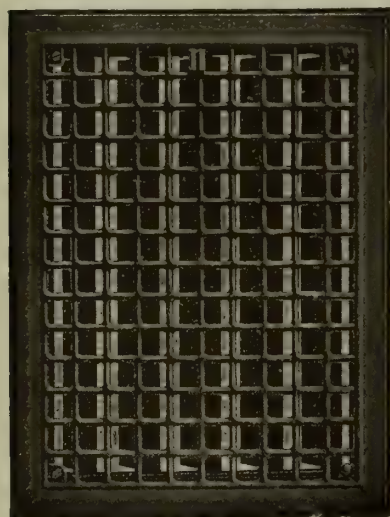
This is something entirely new that has made a great hit with the building trades. It is convenient, handsome, well-finished and a seller from the word "go."

Now is the time, push this line—and it will certainly pay you to do so. Write us for full particulars and prices.

Canadian Heating and Ventilating Co., Limited
Owen Sound - Ontario

Distributing Agencies

{ Canada Stove and Furniture Co., Montreal
Christie Bros. Co., Ltd., cor. Henry and Park Sts., Winnipeg
M. C. Drew & Son, Vancouver, B.C.



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.
Montreal, Toronto, Winnipeg, Vancouver and Calgary



The Bull's Eye of Perfection

REGISTERS, FACES, BORDERS

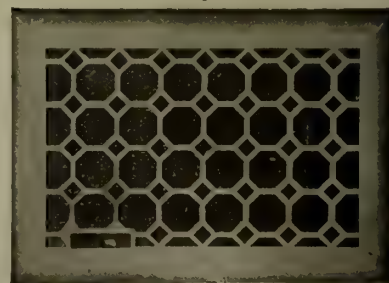
"Made in Canada" Our new plant
is in full working order making
all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteeel Company
Bridgeburg - Ontario



The Moorish Sidewall Register.



The New Convex Reversible Wafer

Bell Brand

TRADE



Horseshoes

MARK

REGISTERED

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	-	BELLEVILLE
Toronto Bolt and Forging Company, Limited	- -	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited	- - -	GANANOQUE
Brantford Screw Company, Limited	- - -	BRANTFORD

Head Office

TORONTO, ONTARIO

Here you are, Gentlemen

ATKINS Sterling SAWS

The Finest Manufacturers' Brand

Made for the best mechanics who are willing to pay a fair price for the best tools.



***We Help You
to Sell***

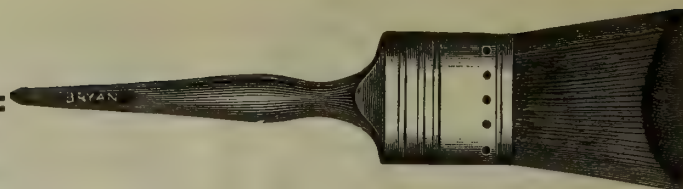
Send your order to your jobber. If he won't supply you, then write to us.

E. C. Atkins & Co., Inc.

Makers of Sterling Saws

Hamilton

Ontario



There's a

BRYAN BRUSH

for every requirement of the painting trade, and you'll find them unequalled in quality and finish. Handle a full range of Bryan's Brooms and Woodware. These lines are regular and profitable sellers, and will draw much of the family trade to your store. Catalogue to every responsible dealer on request.

Thomas Bryan, Limited, London, Canada

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton

Simonds 'Crescent Ground' Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd.

Montreal, P.Q., Vancouver, B.C., St. John, N.B.

REFRIGERATORS

The

"NORTHERN"

Dry Cold Air Principle

Hardwood. Antique Finish. Swing Base. Galvanized Iron Lined. No Nails or Edges Showing. Patent Drip Valve. Improved Galvanized Iron Shelves. Raised Panels. Fancy Brass Locks and Hinges.

SPLENDID VALUE

THREE SIZES

NUMBER 1

Outside Dimensions	Long	Deep	High	} Single Door
Inches	28	18	42	
Capacity of Ice Chamber, 40 lbs.				

NUMBER 2

Outside Dimensions	Long	Deep	High	} Single Door
Inches	30	20	42	
Capacity of Ice Chamber, 50 lbs.				

NUMBER 4

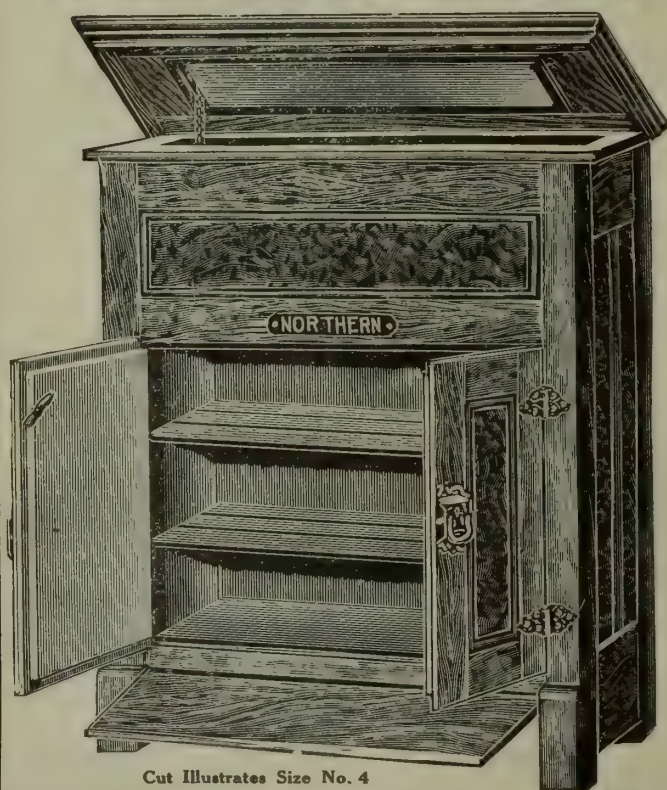
Outside Dimensions	Long	Deep	High	} Double Doors
Inches	36	21	45	
Capacity of Ice Chamber, 60 lbs.				

Prices on Application

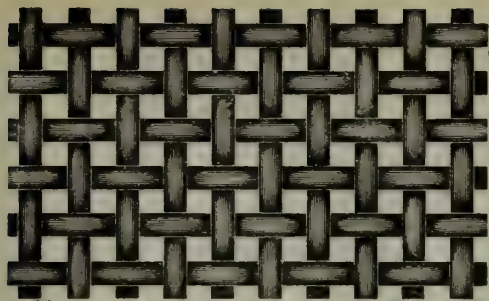
The Thos. Davidson Mfg. Co.

Limited

Montreal and Winnipeg



Cut Illustrates Size No. 4



There's a big advantage

IN USING

GREENING'S DOUBLE CRIMPED WIRE CLOTH

and you should always be in a position to supply the increasing demand for this favorite article.

Our Double Crimped Cloth Process, used in the manufacture of all our Wire Cloth, insures great strength and uniformity of mesh.

Ask your Jobber for Greening's when next ordering

Hamilton, Ont.

THE B. GREENING WIRE CO'Y LIMITED

Montreal, Que.



**Peerless Freezer
Sold Everywhere
Universally Successful**

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



**Dana Mop Wringer
takes a woman
off her knees**



**Dana
Food Chopper**

THE DANA MFG. CO., CINCINNATI, O.

Have you seen the New Silent Safety?

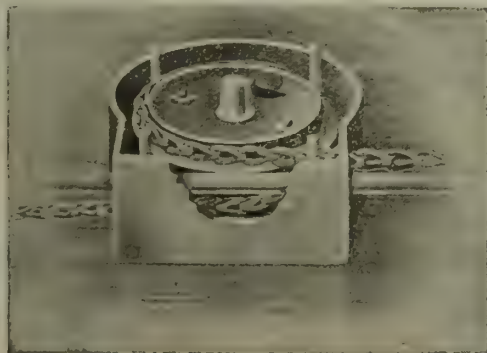
NOISELESS

**A BRAND NEW WASHER on a
BRAND NEW PRINCIPLE**

A machine without

**FLY WHEELS GEARS COGS SPRINGS
RACKS or PITMANS.**

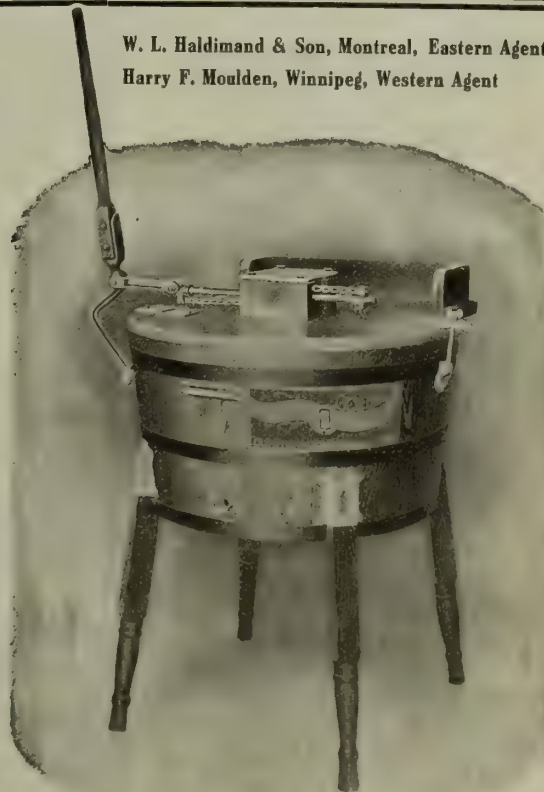
**Patented Driving Mechanism on the Simple Principle of
Leverage, which
excels any Dolly
Type Machine.**



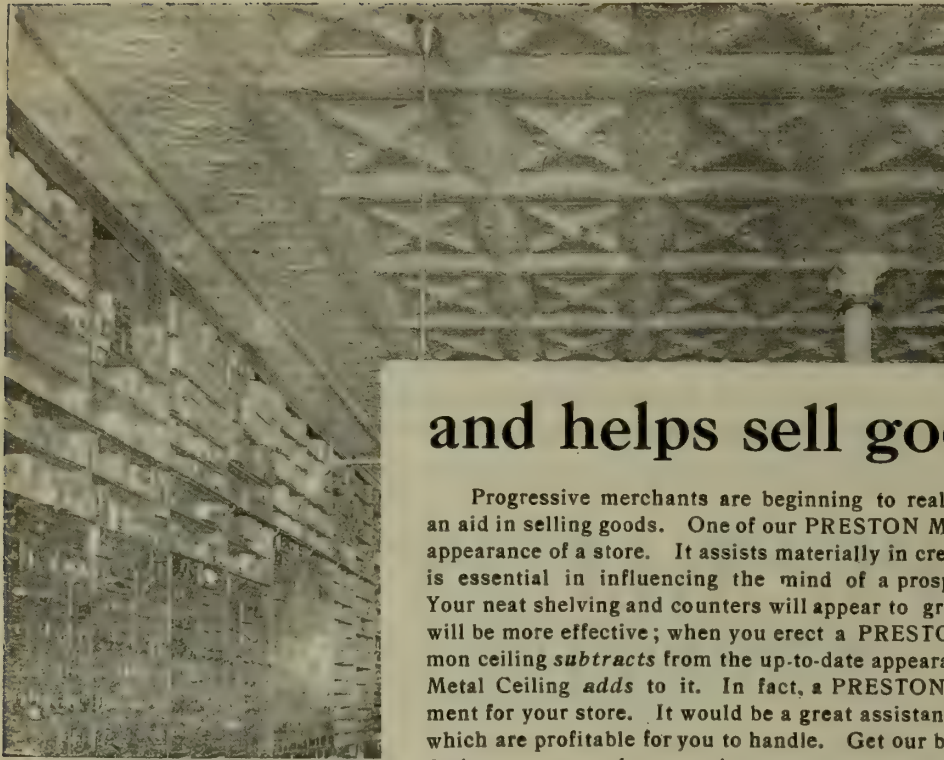
**High Speed,
Heavy Fly Wheel
or Rotary for
SILENT, EASY
RUNNING, and it
needs no Flying
Start.**

TRY IT OUT.

**W. L. Haldimand & Son, Montreal, Eastern Agents
Harry F. Moulden, Winnipeg, Western Agent**



GUMMER-DOWSWELL, Limited, Makers, HAMILTON, ONT.




Adds 50°
to the
appearance
of your
store—

and helps sell goods

Progressive merchants are beginning to realize the value of a handsome ceiling as an aid in selling goods. One of our PRESTON Metal Ceilings adds 50 per cent. to the appearance of a store. It assists materially in creating that air of up-to-dateness which is essential in influencing the mind of a prospective customer in favor of your goods. Your neat shelving and counters will appear to greater advantage; your silent salesman will be more effective; when you erect a PRESTON Metal Ceiling. Remember, a common ceiling *subtracts* from the up-to-date appearance of your store, whereas a PRESTON Metal Ceiling *adds* to it. In fact, a PRESTON Metal Ceiling would be a big advertisement for your store. It would be a great assistance to you in selling our metal ceilings, which are profitable for you to handle. Get our book of Colonial, Louis XIV and Gothic designs at once—also our prices, terms, etc.

Metal Shingle & Siding Co., Limited - Preston, Ont.

Branch Office and Factory: Montreal, Que.

This Ad. 
**is pointed
at both ends**

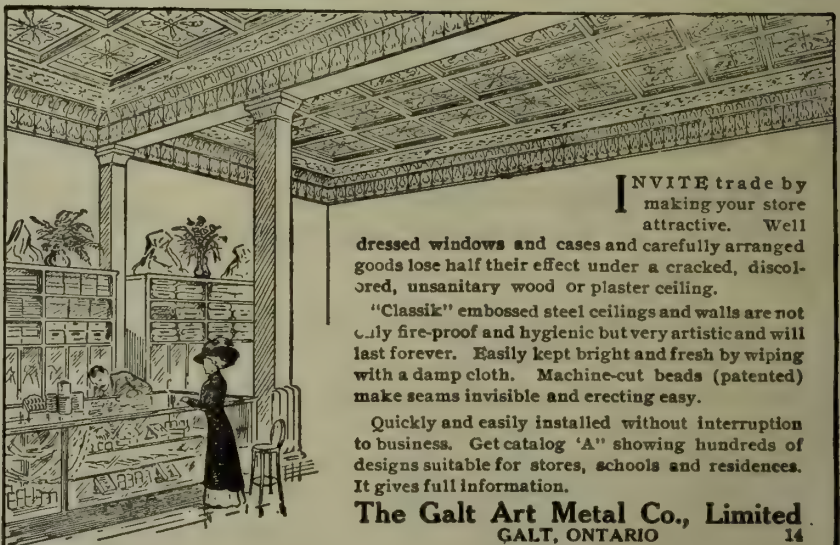
Its contents are aimed directly at you, coming and going, as a Consumer and Retailer of Metal Ceilings.

Every modern Hardware Store has an ornamental and fireproof metal ceiling.

Also, this ad. is a sample of the stuff we are drilling into the other retailers in your town.

We are the only manufacturers advertising and going after this business energetically.

Our efforts to help our agents are not limited to our talks in Hardware and Metal.



I NVITE trade by making your store attractive. Well

dressed windows and cases and carefully arranged goods lose half their effect under a cracked, discolored, unsanitary wood or plaster ceiling.

"Classik" embossed steel ceilings and walls are not only fire-proof and hygienic but very artistic and will last forever. Easily kept bright and fresh by wiping with a damp cloth. Machine-cut beads (patented) make seams invisible and erecting easy.

Quickly and easily installed without interruption to business. Get catalog "A" showing hundreds of designs suitable for stores, schools and residences. It gives full information.

The Galt Art Metal Co., Limited
GALT, ONTARIO 14
WINNIPEG—DUNN BROS.

Galt "Classik" Ceilings

The Galt Art Metal Co., Limited

Galt, Ont.

Winnipeg
Dunn Bros.

Fredericton
R. Chestnut & Sons

Quebec, Que.
J. L. Lachance

"Bristol"
TRADE MARK REG. U.S. PAT. OFF.
Steel Fishing Rods

We invite you to see our stock of "BRISTOL" Rods and other reliable fishing tackle.

Your name
here



No. 35

"Bristol"
TRADE MARK REG. U.S. PAT. OFF.
Steel Fishing Rods

We invite you to see our stock of "BRISTOL" Rods and our specially fine showing of bait, flies, lines, nets, hooks, etc.

Your name
here



No. 37

"Bristol"
TRADE MARK REG. U.S. PAT. OFF.
Steel Fishing Rods

We invite you to come and see our stock of "BRISTOL" Rods and our baseball supplies—everything an amateur, professional or "Fan" could want.

Your name
here



No. 39

These Newspaper Electros Free To Fishing Tackle Dealers

In addition to the Brook Trout No. 35, Bass No. 37 and Muskallonge No. 39, we will send you if you specially ask for them, No. 36, Lake Trout; and No. 38, Perch cuts. Send the coupon and start these cuts running in your paper. They will bring trade to your store.

The Horton Mfg. Co.
Bristol, Conn., U.S.A.

The Horton Mfg. Co.

Bristol, Conn.

Please send free newspaper electros Nos. 35, 36, 37, 38, or 39. Mark X over the numbers wanted.

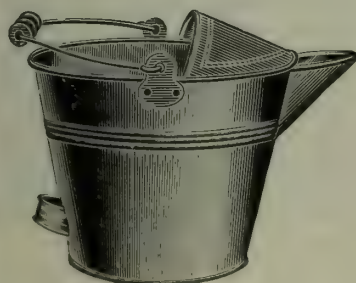
Name.....

Street Address.....

City..... State.....

H&M

PAILS!



Strainer Pail, spout on side.

All kinds of Dairy Pails

We need not eulogise on these—they are the standard of the market.

PAILS!!

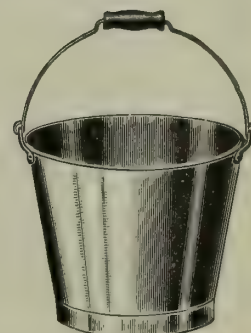
Dairy and Milk

Below you will find three styles of our many varieties of pails. The Strainer Pail is made in three styles, two sizes each. The Dairy Pail is made in several styles and sizes. The Flaring Pail is also made in several styles and sizes.



Dairy Pail, seamless, retinned

PAILS!!!



IXX Flaring Pail

Dairy Pails with rimmed or
Samson bottoms

Now is the time to order. Let us know your requirements.

London
Montreal

Toronto
Winnipeg

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Plumber

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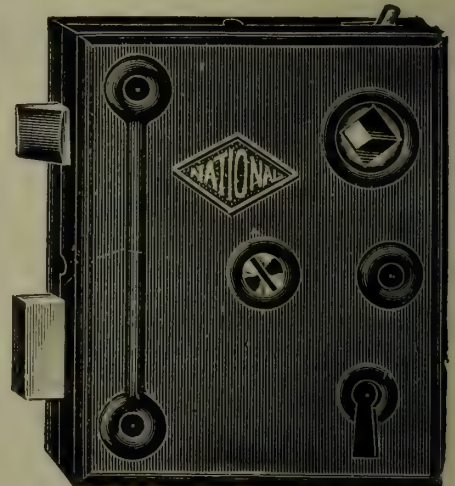
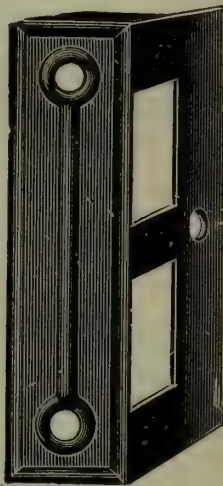
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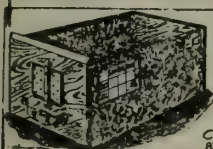
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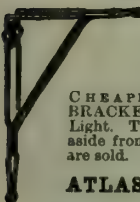
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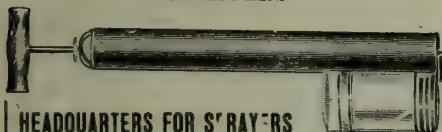
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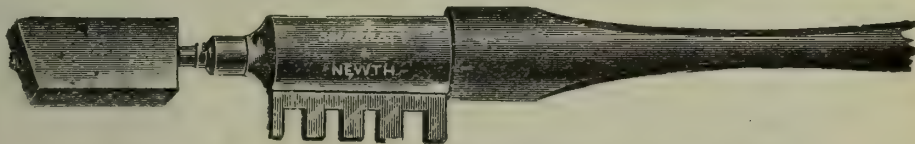


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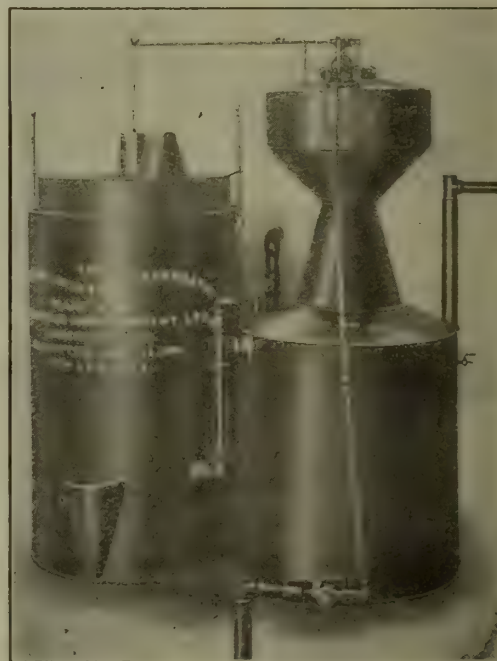
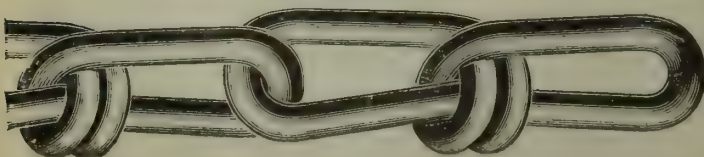
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Dominion Special Field Fence

Wire Nails

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—We make a Specialty of Mixed Cars—

LEADED ART GLASS

Lead work is only one of our many lines, but we make it a specialty. We are prepared to fill all your orders for any kind of GLASS and you will always find our prices right.



Design No. 350. See
Catalogue.

Our stocks of PLATE, SHEET and FIGURED GLASS are large and complete, and prompt shipment can always be relied on

HOBBS MANUFACTURING CO., LIMITED

LONDON WINNIPEG TORONTO
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If You're Not Already Handling "Brantford" "Roofing" It's Time You Were

If you will drop us a post card right now we will immediately send you proofs of Brantford Roofing superiority. Also details of the co-operation plans which are building up big roofing business for our agents.

How would you like to be headquarters for the highest grade ready roofing made to-day?

How would you like to be agent for a company who are loyal to the trade?—who co-operate with the dealer instead of compete with him.

BRANTFORD ROOFING CO., Limited,

Winnipeg Agents: General Supply Co. of Canada, Limited, Market and Louise Sts.

BRANTFORD, CANADA

Montreal Branch: 9 Place D'Youville, Montreal, Que.

ELECTRIC HEATER and SAD IRON COMBINED

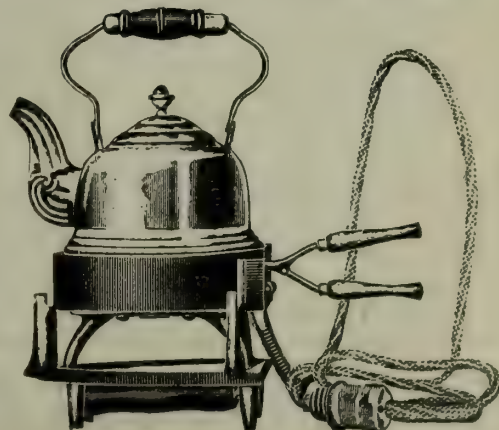
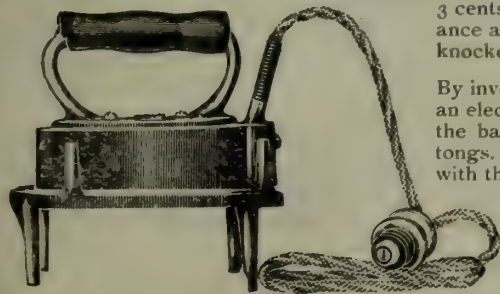
The B & M

Combination Electric Sad Iron is the simplest and most practical Electric Iron on the market. This iron is always hot; the handle always cool; power costs only 3 cents an hour; it is attractive in appearance and has no protruding parts to get knocked off.

By inverting the stand face up you have an electric heater, and there is a hole in the back of the iron for heating curling tongs. The B & M is the only Electric Iron with these extra features.

Write for Price List.

The Dominion Electric Co.,
417 Sparks St. Limited
Ottawa, Ontario

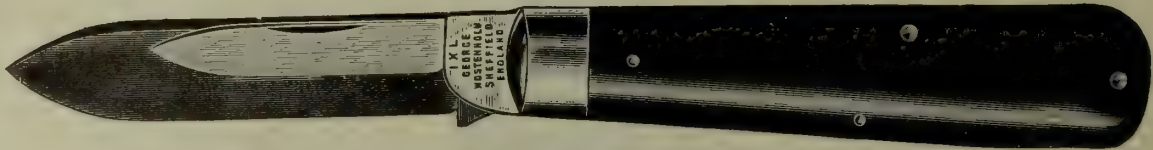


Wostenholm's Fine Sheffield Cutlery

Trade Mark

I-X L (I excel)

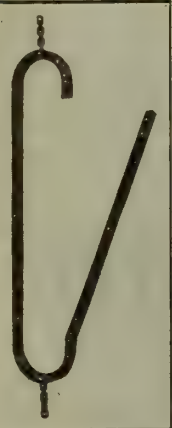
DOUBLE JACK KNIFE—No. 292



Hand Forged Blades. Best value ever manufactured. Made in all sizes and coverings.

For sale by leading jobbers. Insist on I-XL. Every Knife guaranteed.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives



Patent Pending
OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary

Made of High Carbon U Bar Steel—Extra Heavy

Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices
and discounts.

W. D. BEATH & SON, Limited

**TORONTO,
Canada**



Patent Pending
CLOSED



THE "INFALLIBLE" GLAZIER'S DIAMOND

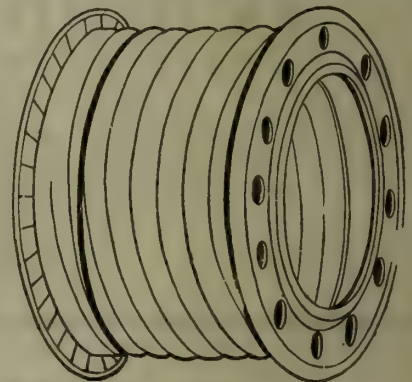
Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

**METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL**

The Beardwood Agency

enjoys the entire confidence of most of the large wholesale houses in Eastern Canada.

What we are doing for them we can do for you.

Send us your Overdue Accounts and let us prove our superiority

THE BEARDWOOD AGENCY

313 New York Life Building, MONTREAL

Turn Your Accounts into Cash

Our Collection System can get the money—that's its big recommendation.

If we don't collect we make no charge.

We make a specialty of getting collateral security.

Write for circular, rates and methods.

References from best dealers and Bank of Hamilton, Winnipeg.

Commercial Union Association

45 Aikins Bldg., McDermott and Albert Sts.

WINNIPEG, MAN.

Service

Est. 1903

Satisfaction

THE CONDENSED ADS of The Hardware and Metal are what you should use if you wish to secure a clerk, a traveler or a situation

"Safe-Lock" and "Canadian Monarch" Fences

We can fit you out with both a "staple" lock and a "wrapped" lock fence of all number Nine wire. No other one fence company in Canada is so situated and prepared to meet all requirements, and those who handle our two lines of fencing have as complete a variety as if buying from two or more firms.

Write us for particulars and agency for Fence, Gates, etc.

THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.
BRANDON SAFE-LOCK FENCE CO.
BRANDON MAN.

BUTLER'S FAMOUS Sheffield Cutlery AND Electro-plate

CABINETS AND CASES OF CUTLERY AND PLATE
PRESENTATION OUTFITS—PRIZES FOR SPORTS.
SPOONS AND FORKS; FISH AND DESSERT SETS.
"BUTLER" was Reg'd a Trade Mark A.D. 1768

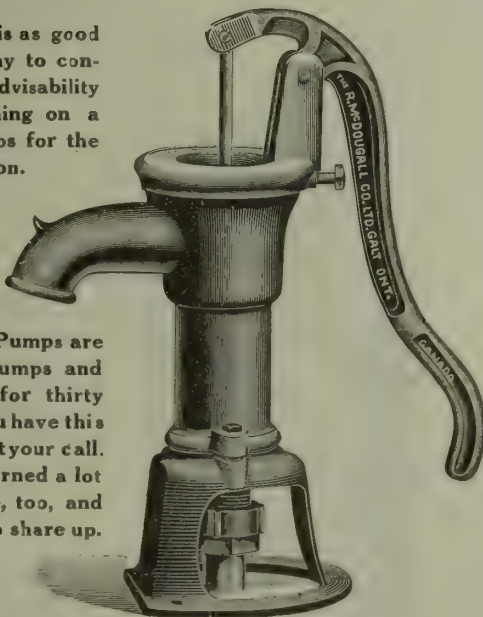
Their  Trade Mark was Reg'd A.D. 1681

Sole Makers of	REGISTERED	Butler's "KEEN" Razors
		"Cavendish" Brand of Table Knives, Carvers and Plate.

HIGHEST AWARDS SPECIAL MENTION

George Butler & Co.'s
LONDON SHOWROOM:
62 HOLBORN VIADUCT, E.A.
(OVER SNOW HILL STATION)
MANUFACTORY:
Trinity Works, SHEFFIELD, England

About now is as good a time as any to consider the advisability of determining on a line of pumps for the coming season.



McDougall Pumps are Standard pumps and have been for thirty years, so you have this experience at your call. We have learned a lot in that time, too, and are willing to share up.

Remember "Armacdee" is a guarantee.

The R. McDOUGALL CO.
Galt, Canada LIMITED

JAMES CARTLAND & SON BIRMINGHAM, England LIMITED

Also LONDON GLASGOW CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
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Original Patentees and Manufacturers of
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FANLIGHT OPENERS AND GEARINGS OF EVERY KIND
Architects' Own Designs and Special Requirements Carefully Executed

A Dealer Who Sells DOMINION AMMUNITION

Is true to himself and true to his patrons.

Shooters who try Dominion cartridges and shells buy more shells, shoot more shells and induce their friends to buy and try them.

Made in Canada by Canadians and for the whole shooting world.

Every shell has the guarantee of the manufacturers.

A new box free for every misfire of present product.

Dominion Cartridge Company, Ltd., Montreal, Canada.



KEMP'S RAILROAD MILK CANS Iron Clad Pattern

With Drop or Stationary Malleable Iron Side Handles.

8 and 10 gallon cans supplied with either dome or seamless covers as required. 4 and 6 gallon have dome covers only.



Gallons..... 4

Prices

on

Application



8 10

Bodies of 4 and 6 gallon cans made of 22 gauge tinned iron, 8 and 10 gallons, 18 gauge.

KEMP MANUFACTURING COMPANY, Cor. Gerrard and River Streets

THE KEMP MFG. & METAL CO., Ltd.,
111 Lombard St., Winnipeg, Man.

Toronto, Canada
THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St. Montreal, Que.

Original Methods of Developing Seasonable Business

Practical Instances Given of How Hardwaremen Have Increased Their Profits by Canvassing for Trade—Household Specialties and Builders' Supplies Particularly Adapted For Sale and Demonstration by Outside Salesmen and Saleswomen—Present Sales and Future Prospects.

The arrival of spring brings plenty of work for the hardwareman but because some important staple departments are active opportunities for handling profitable specialties should not be neglected, nor should the merchant be contented with the volume of business which comes unsolicited or in response to the usual advertising and window dressing campaigns.

This is not an argument in favor of scouring the market for cheaper lines of goods which may bring a larger margin of profit at the expense of the merchant's reputation, but rather a suggestion that the selling plans be revised and new ideas adopted.

Take such a line as vacuum cleaners, for instance. No more popular labor saving device has been introduced for many a year and nothing is more calculated to make the hardware store popular with the womenfolk than the sale of articles or machinery which tend to lighten the sameness and drudgery of housework. Specialize, therefore, upon vacuum cleaners and use the prestige gained in this department to introduce other labor saving specialties such as fireless cookers, electric sad irons, power washing machines, family ice cream freezers, cream separators, etc.

To show how these specialties can be made pay reference might be made to the experience of John Caslor, a Toronto hardwareman. Learning that the St. Mary's Hardware Co. had begun renting out vacuum cleaners, he immediately got in touch with two or three manufacturers and placed an order for a trial machine. This proving successful in operation he canvassed his customers and sold one electric and three hand cleaners and has more machines on order with some good prospects in view. In addition he has hardly missed a day since March 1 in having his first hand machine rented at \$1 per day. In another week it will have paid for itself twice over.

The W. W. Chown Co., Belleville, also took up vacuum cleaners about April 1 and their machine has had only one idle day since its arrival. They now intend to introduce fireless cookers in their district and as both of these lines are all-the-year-round sellers the department should add materially to the store revenue. Fireless cookers can be best introduced by having a public demonstration in which food is first cooked on a gas or oil stove and then finished in a fireless cooker. If three cookers are used one could be opened each hour and the demonstration be made to last all day. The announcement of a demon-

stration of fireless cooking would be sure to draw many interested persons to the store.

Canvass for Trade.

Some weeks ago Hardware and Metal told how a western hardwareman had engaged a young girl whose father had died and left the family with limited resources. She was liable to become a consumptive so the hardware dealer started her out to demonstrate asbestos sad irons with the result that several hundred sets were sold. The same merchant put another girl out as a demonstrator of coffee percolators. She carried a satchel in which was a percolator, a bottle of cream, a sugar bowl and a teaspoon. She called at the houses of well-to-do women and in most cases secured permission to demonstrate how the percolator worked. As a result she personally sold over 100 ranging from \$3 to \$11.50, and 200 more were sold at the store. And this in a small city of less than 20,000 population.

The experience of George E. Potter, Berlin, Ont., also shows what can be done in the way of canvassing for trade. A "down-and-out" lad happened into his store one day during the recent depression and asked for a wire mat on credit. Mr. Potter let him have a 16 x 24 inch mat retailing at \$1.25 and "kissed it goodbye." In half-an-hour, however, the lad came back with a \$2 bill and, paying for the first, he took another one along. This he repeated ten times until Mr. Potter's stock ran out and the least he sold any mat for was \$1.75, half-a-dollar above the regular retail price.

Think over these facts and you cannot help coming to the conclusion that even in dull times there is a lot of business to be secured if the proper methods are taken to secure it. The merchant isn't a peddler, it is true, but he ought to be a salesman, and just as the jobber sends his salesman out to develop business so must the modern merchant do likewise. The jobber of half a century ago used to wait for the merchant to "come to market," but he changed his methods. If the mountain will not come to Mahomet, Mahomet must go to the mountain.

Early Summer Specialties.

The "bad water" scares and typhoid epidemics which have been prevalent in so many Canadian cities during the past few years offer a strong selling argument to the hardwareman who endeavors to make a turnover on filters, refrigerators and window screens. No matter what the source, drinking water

contains organisms which are a menace to health and life and by emphasizing this point many filters can be sold. And the same argument applies to refrigerators. Milk and foodstuffs are too frequently left in places where they become germ-laden and dangerous to both child and adult life. Every housebuilder and newly married couple should be canvassed for the purchase of a refrigerator as well as for a stove.

The merchant can also increase sales greatly by having one of his staff canvass the houses and offices for screen doors and windows. It is surprising how many people still leave their houses unprotected with the way clear for the fly from the manure pile to the sugar bowl or butter dish. A canvasser can readily take measurements and quote prices for a number of doors or windows, or for a sufficient supply of green wire cloth to cover the windows.

Every occupant of a new house is also a prospective purchaser of a new lawn mower and a supply of lawn hose, as well as a supply of garden tools, wheelbarrows, etc., with such specialties as lawn sprinklers and sprays, lawn swings, seats, hammocks, wire fencing and poultry netting to protect flower beds, etc. Circulars and advertisements bring results but personal calls will sell more goods, particularly if a keen eye is kept for the lack of garbage cans, for broken windows, and broken fastenings on gates, etc. A word can also be said regarding the advisability of having repairs made to the stove or furnace before the fall rush commences and if an order is not at once secured a memo can be taken to follow the matter up in July or August. A few words about the advantage of a gas range may also result in making a sale.

Go After the Builders.

The hardwareman with his large stock of building paper, prepared roofing and metal shingles, furnaces, ornamental ceilings, cornices, eavetroughing, ready mixed paints, white lead, oils, varnishes, etc., must keep close tab on the building work going on in his district. Sitting in his store waiting for customers to come and do business with him may give him a good living but his margin of profit will increase many fold if he has members of his staff calling upon the farmers and townspeople demonstrating goods and keeping a note book in which to make entries regarding new buildings being planned, new stoves to be bought, furnaces to be installed, etc. Canvassing not only makes present sales but it develops future business.

The Merchant's Best Friend is the Traveler

Friendship Often Used by Customers to Secure a Cut Price—
Firmness Necessary in Handling Such Cases—The Traveler and
His Work—How He is Able to Help the Retailer.

By W. D. Simmons.

We hear often the statement that there is no sentiment in business, but we see more often the sentiment of friendship absolutely controlling business transactions, only too often to the material detriment of the one whose act is born of his friendship for the other.

One of my early recollections is of an instance, where I was in a man's store selling him a bill of goods, and his clerk was out in front showing a gentleman a heating stove. Finally the customer came back and asked the proprietor the price he would make to him on that stove. He named him a price, and the customer said: "Why, that's the regular price, isn't it I thought you would give me a better price because of my being a good friend of yours."

The merchant replied very nicely and tactfully, "Doesn't that seem to you to be a good price? I think that is the best stove for the money that has ever been put on the market." "Yes," the fellow said. "That may be so, but I thought you would make a better price to me on account of our friendship."

"Well," replied the merchant, "let us look at that another way: Suppose John Smith across the way, who has only come here to go into business a few months ago and whom you never knew before, had that stove and and I did not keep stoves, and you could buy this one of him at that price, would you think it a good purchase—would you not pay him that price and be entirely satisfied to do so?"

"Yes," said the fellow, "I guess I would."

"Well," said the merchant, "don't you think, in view of our old friendship, that you ought to be willing to do as much for me as you would for a stranger? It seems to me you ought, unless you want to make our old friendship a penalty rather than a benefit. If I cannot make money off of my friends, I cannot make any at all, because my enemies won't buy from me."

"Well," said the prospective stove buyer, "that is a different way of looking at it, and I don't know but what it is right."

Imposing on Friendship.

"I am glad to have you think so," said the merchant. "If it isn't right, I had better go out of business or go

somewhere where I am not known. But let us take your own case. You are in the insurance business; I have always given you my insurance without any question; when I want to buy insurance, I come to you and you place it with your company, and I pay the regular rate and never question it—I never go near anybody else—I give it to you at the same price, because of our friendship. Suppose I should come to you and say, 'Bill, I want to place some insurance on my stock, but unless you cut the rate and give me a lower rate than this fellow across the streets, who isn't a friend of mine, I will give him the business,' what kind of friendship would you call that?"

The insurance man said: "You are right; any man who isn't willing to have friends on a 'give and take' basis, but who wants it all 'take' and no 'give,' is no friend at all. Send me the stove, and you will never hear of me asking anybody to go down in his pocket for the privilege of classing me as one of his friends. I never looked at that thing just right, but I have it straightened out now, and I am glad I came in."

As he went out the merchant remarked to me that was the best and most satisfactory and most profitable line of stoves he had ever handled, and he had made up his mind to push that line exclusively during the coming winter, because he had figured out he could make more money that way.

That was shortly before luncheon. After luncheon, when we had resumed our work of making up his order, another gentleman came in — another old friend of his — but this time a salesman, who had another line of stoves, which this man had tried and made up his mind was less satisfactory and less profitable for him to handle, and hence he would buy no more of them. His old friend, much disappointed at his decision, finally put up a plea for the order on the basis of old friendship. I will not take your time to go into the detail of his argument—most of you have had that kind of pressure brought upon you too often and you know it only too well—but finally the merchant was prevailed upon to place a small so-called complimentary order with his old friend for something he did not want—something he could

not afford to buy, simply because he could make better use of his capital and his time with another line.

These two occurrences coming so close together made a great impression on my mind, because they illustrated very clearly how at least some people who talk most about friendship in business want that friendship to operate only from others to them, but never seem to be impressed with the idea that their friendship should lead them to consider the interests of their friends, at least, to such an extent as never to ask or expect them to do something that amounts to paying a tribute for the privilege of that friendship.

The Jobber's First Duty.

Now, as to this idea—"The jobber's first duty is to help his customers to prosper"—is it simply a well-sounding, empty phrase, or does it really mean what it says? If it does, how is the jobber of to-day trying to help his customers to prosper? Well, I will tell you. He is employing as salesmen men capable of conveying to you his suggestions and messages in a practical way, demonstrating them for the benefit of you, his friends. He is employing men who can and will put at the command of his customers the new ideas and better ways of conducting business, which he, through his many representatives, gathers from his daily contract with merchants in all parts of the country. He is employing men who will take an interest in helping you to teach your clerks that what is more needed to-day than anything else is better store salesmanship—helping you to make them better salesmen—to learn how to arrange and display goods attractively—how to dress windows—how to meet customers at or near the front door and give them the "glad hand" of welcome as they enter.

The jobber is teaching his representatives that it is to his interests, as well as to the interest of his customers that they should do all of these things and many others too numerous to mention, that they should not only consider it their duty, but should become so interested in it as to make it their great pleasure, because no man does anything as well as that which he enjoys doing.

The jobber is using his position of advantage and his widespread opportunity for studying conditions to keep a sharp lookout for the signs of the times and to give his customers promptly the benefit of that study and watchfulness—to observe carefully any developments that are likely to jeopardize the interests of his patrons or become serious handicaps or competition to their business, and no sooner does he see any-

thing of this kind in the horizon than he begins at once to devise ways and means of co-operating with his friends and of helping them to win out in the fight which he sees developing.

The Merchant's Best Friend.

Therefore, I say, without fear of contravention or even question in this company, that the merchant's best friend is a good salesman. He is not only the representative and demonstration agent of the jobber, whose interests are so closely allied with those of the retail merchant, but he is directly and personally a partner in the business of his customers from all practical standpoints, in that he shares directly and individually in their successes and in their losses.

He must not only be well versed in this most complicated business with its mass of details, but he must be, to an extent, a traveling encyclopedia on many subjects of interest and of value to his friends and patrons. He must be constantly alert to pick up and to give his customers new and up-to-date methods as they develop, not only knowing what is done that is new and effective, but just how it is done, in order that in the event his customer takes kindly to the proposition and wishes to give it a trial, he may co-operate with him by teaching his clerk his part of the programme. A good salesman becomes a clearing house of suggestion and ideas, which he carries from place to place to the benefit of all, because a new idea which works out successfully in one town generally has in it equal possibilities in another without any injury whatever to the originator. On the contrary, its success only makes the originator more alive and ready to take up other new things, which may be brought in exchange for this which he has sent down the line to others, whom he perhaps may not know personally, but of whom he has heard, and whom he has, by his suggestion, benefited.

Of late it has been the part and practically the duty of a good salesman to encourage his customers to keep more goods for the ladies and display them in such a manner as to bring the ladies into their stores, that the hardware store may not be a store for men only, which, unconsciously, too many merchants make it, forgetting that most of the money is spent by the ladies.

When a naturally keen observation, made more keen by experience and constant study, leads him to recognize wherein one of his friends is not getting results that he would like to or should have got, he sets about to study the situation, to diagnose the case, as the doctors do, and then, with rare tact and

diplomacy, to suggest to his friend ways and means of getting rid of the trouble, using as examples the plans adopted by other merchants sufficiently far away to be in no sense competitors. While keen to get as large a share of any man's business, as he can influence, he is just as ready to say, "I recommend that you don't buy that," or "that you cut that quantity in half until my next trip," as he is to urge an increased purchase.

In short, he demonstrates that it is entirely practical for a man to properly and successfully represent a distributor, while at the same time always conserving the best interests of his patrons—that it is entirely practical for a traveling salesman to serve both equally well—not to serve two masters, but to serve one interest, because their interests are one and the same.

The Retailer's Part.

The efforts of the jobber to equip his salesmen with knowledge, ideas and materials with which to help their customers to prosper avail nothing if the retailer will not meet them half-way and try to adopt, and, at least, give a fair trial to their suggestions, many of which are of a kind that do not cost a dollar of extra expense to put into execution, so that the chance is all on the side of profit at the expenditure of a little extra effort getting out of the old rut. Allow me to submit for your consideration this thought: Have you recognized the good salesmen, who visit you as being demonstration agents, who can and will help you to raise perhaps two dollars, where you have been raising one? Have you shown an interest in what they had to say along these lines? Have you, by your interest and readiness to give a fair trial to their suggestions, encouraged them to bring to you whatever they have that is good that you may get full benefit from it? Great is the power of encouragement. Have you used that power in such a way as to get out of this phase of modern business all there is in it for you?

The hardware merchant's investment consists of merchandise divided into many different lines, such as wire, nails and other staples, as one division; shelf and builders' hardware as another; tinware, etc., and what might be generally classed as kitchen goods; cutlery, including scissors and shears; sporting goods, and so on through the list. These are the acres of the hardware merchant. From each of these acres it is possible to produce a certain income. The amount you get from each one depends on the way you work it.

TRAINING THE SALES FORCE.

"How to properly instruct a force that is constantly changing was a problem I studied for years," writes a buyer in a large store, "and yet the method adopted was so simple, and yet so effective, that it seems strange it has not been generally used."

Our selling force, numbering about twenty, was divided into two classes; to meet one morning each week. I limited our time to one hour, and finished earlier if possible. Every imaginable phase of our work was discussed, not the least important being the calling of attention to the little things constantly seen and heard in the department, which are not exactly errors, or breaches of discipline, but which tend to lower the standard of service.

When I first put this plan into operation, I announced the object of our meeting together, to be for mutual benefit, and I was benefited from the start, as I heard of little grievances of our help, and slight defects in service that had never been noticed by any of the management of our house.

The giving of information about merchandise is the principal object of these meetings, and inside of four weeks I had requests to talk on enough subjects to keep me busy for as many months. Among the first, were requests for information on carpet sweepers, aluminum ware, the different kinds of enamelware, carvers, oil heaters, food choppers, etc.

I was also particular to call attention and explain everything about the new goods received, as well as to give information, which enabled our force to intelligently inform customers as to when goods, temporarily out of stock, were expected.

Another very objectionable feature in most stores, which is effectually overcome by this method, is the variety of information a customer will get from different salespeople in the same department on the same subject.

This is not strange, if you consider the extremely limited opportunities clerks have for securing information. In more than one instance, I have known of salespeople getting an idea certain goods were not as represented, owing to some unreasonable customer making complaints, when the fault lay entirely with the user, and not with the article in question. By having one person doing all, or nearly all, instructing, the information given is uniform, and as nearly as possible correct. While I anticipated enthusiasm, I was particularly gratified at the quick response I received both in commendation of the plan from our salespeople, and the increased intelligence of the service given customers.

Business Methods of Canadian Hardwaremen

Kingston Merchants Have a Three Days' Spring Opening—Collection Department at Chatham Results in Fewer People Asking for Credit—Unusual Ideas in Window Displays.

KINGSTON'S SPRING OPENING.

Kingston, April 16.—Local hardwaremen in conjunction with other merchants of the city, have had a spring opening, lasting three days, which proved a great thing to boost sales, and no doubt will be carried out again next year.

The railways ran excursions into the city and quite a large number of people from outside places stayed in the city for the three days, there being good attractions at the theatres.

Special window dressing by the hardwaremen was a feature of the opening, and many were the complimentary remarks made about the exhibits.

One of the best window displays was made by McKelvey & Birch. It was a unique hardware millinery display, the window being filled with basins, pans, etc., decorated with dog collars, sponges, brushes, oakum, etc., to represent large hats. It was well thought out and executed, and it made a great hit with the ladies.

A. Mitchell fixed up a very attractive window with brass fittings for boats. Paints, cutlery and general hardware was shown in the windows at John Corbett's and W. B. Dalton. Elliott Bros. showed enamelware and stoves. Simmons Bros. had a display of general hardware, while Taylor & Hamilton worked out a fine scheme with paints and household necessities.

The spring opening was the means of stirring up the hardware men for still greater things, and they are all more than pleased at the result. While the receipts were not very large, they are sure to benefit in the very near future by the advertising.

COLLECTION DEPARTMENT LESSENS CREDIT.

Chatham, Apr. 13.—That the collection department instituted here last spring by the R. M. A. has materially decreased the amount of credit business done, is the statement of Alex Hall, a prominent member of the association.

Mr. Hall states that fewer people ask for credit than formerly. A share of the reduction is, of course, accounted for by the credit lists which, as delinquents are well aware, practically bar them from securing credit till their back debts are paid. Many who, as a rule, are fairly good pay are no longer asking credit, however, evidently shrinking from the prospect of having the official collector on their heels in case they should allow their debts to get ahead of them.

Other merchants confirm Mr. Hall's observations. One who never did much credit business reports that since the department was instituted, though his cash business has increased fifty per cent.,

his retail credit has been cut from \$200. per month to \$24, and that the small amount of credit done is practically sure money.

The existence of the department seems to have emphasized the fact that an account once contracted is a liability which the debtor must meet, and would be debtors, as a result are taking the position that cash is the easiest way to transact business. Merchants, too, have been trained to watch their credit business more carefully.

HOUSECLEANING WINDOW.

Chatham, April 18.—A timely window that fairly "talks housecleaning" to the passer-by is shown last week by J. C. Wanless.

Three tall, new step-ladders, standing to within a couple of feet of the ceiling, are ranged in a sort of crescent formation, the middle ladder being further in the background than the ladders at each side. On top of the two side ladders are perched bright, new, galvanized pails, while the steps of all three ladders are burdened with brushes of all sorts—scrubbing brushes, white-wash brushes, window brushes, and, indeed, every sort of brush needed in housecleaning.

In front, opposite the middle ladder, in the position usually assigned to the "star" of the crescent, is a heap of bright new carpet tacks piled loose, together with a pile of tack boxes, filled. The floor space of the window is thronged with all sorts of housecleaning articles and appliances, the list including paint brushes, alabastine, floor cleaners, wood-dyes, floor stains, varnish, floor oil, carpet beaters, tack-hammers. The assortment of preparations for oiling, cleaning or staining floors and woodwork is very comprehensive, the floor of that window being pretty nearly as densely populated as Belgium.

The tall step-ladders, rarely featured in window displays, first catch the eye, while the comprehensive display of housecleaning requisites is pretty sure to contain at least one article and probably more of which each purchaser stands in need.

DEMONSTRATING GAS MANTLES.

Brantford, April 20. — To create a real interest in a show-window have something novel, something striking, and to do that we worked for some time. says W. H. Lipper, of W. H. Lipper & Son, Colborne Street. Finally we fell back on a plan which has since proved to be a good one. One of the assistants was disguised as a typical Russian, with an anarchistic beard, and gas mantles were chosen as the article to be exploited. A burning mantle was shown, and the young man ran a piece of iron up and down the mantle, to show that it would stand much rough usage. Cards telling of the qualities of this particular

mantle were prominently displayed. The crowd which stood gazing at the window were of such proportions that the sidewalk was blocked, and, of course, the pedestrians noticing the crowd, went over to find out what was the attraction. The immediate results were soon apparent, and a good deal of trade was created, as well as drawing the firm's name before the public. A. T.

A "WRITE UP" CONTEST.

Stratford, Apr. 19.—The write up contest as a means of introducing a new store to the buying public was effectively used some time ago by at least one Stratford concern.

The firm announced through the press that prizes of \$10, \$5 and \$2.50 would be given for the three best "write-ups" of the store and its methods. The length of the write-ups was fixed at 1,000 words, and they must be handed in by a certain date. Professional and newspaper writers were specifically excluded from competing, the aim being, as was stated, to induce ordinary people of no literary pretensions to enter the contest. Emphasis was placed upon the fact that only a plain, business-like write up was desired, that the object was to bring out the most striking and convincing points in connection with the business, and that in a host of prize contests new writers had been the victors. A cordial invitation was extended all intending competitors to call, interview the clerks, look over the store, its equipment and stock, and ask any questions they desired.

Among several hundred competing manuscripts the three prize winners were chosen by a committee of three well qualified and representative citizens, and the winning essays were duly published. Not only did the contest give the store considerable general publicity through the comment aroused, but a large number of intending contestants—many in addition to those who actually entered—visited the place of business, became acquainted with its strong points, and were brought into touch with the proprietors and clerks, thus giving the business a good send off.

MONTHLY CALENDAR.

Newmarket, April 21.—An effective form of advertising used by G. A. Binns, hardwareman, is the sending of a calendar postcard each month to a large list of his customers. On the address side is a seasonable suggestion, that for April being headed, "Going to do any painting this spring?" The other side is very attractively gotten up with a young lady dressed in seasonable attire and below this Mr. Binns' business card and the calendar for the month. The card is perforated to be hung on the wall and thus secures publicity for the store in two ways—by the suggestion when received and all through the month on the wall. Mr. Binns considers it far more effective than a yearly calendar.

Baby Buggy Department Brings Profit to Store

Repairs can be Undertaken and the Work Done by a Clerk Handy With Tools—Brings Other Business and Popularizes the Store With the Women.

Some hardwaremen sell baby buggies in competition with the furniture dealers. Others do not. Of those who do sell them, a good proportion of the dealers are hustlers, while still others are mere order-takers. Very few hardware dealers, however, give much attention to the matter of baby buggy repairs.

As a rule, when anything goes wrong the purchaser goes to the dealer from whom the buggy was bought. The latter does not carry parts in stock. If he can find a nut or thumb-screw suitable for the purpose in his ordinary stock in trade, he supplies the deficiency in some sort of fashion. If a more important part is required, he will order from the manufacturer, which may involve a tedious wait of several weeks on the part of the customer accompanied by frequent more or less strenuous enquiries directed at the dealer.

Here and there, however, hardwaremen are appreciating the fact that the business which is worth handling is worth handling properly; and that this axiom applies just as much to the apparently minor matter of baby buggy repairs as to more important lines. Hence the dealer carries a small but comprehensive stock of parts likely to be required in

not one go-cart in a thousand which will not be better for a good overhauling, while the hardwareman who has an efficient workman to look after the job will generally be able to quote a figure likely to appeal to the housewife whose baby takes up enough time as it is.

"As bright as new," should be the watchword of the hardwareman in going after this line of custom, and his aim should be to turn out each renovated go-cart in as handsome style as possible. The appearance of the finished job will go a long way with the people who have to push the perambulator.

There are various methods of going after the business. The dealer should know the names of the people who have bought go-carts from him, and these can be reached by circular. Generally a paragraph or two in connection with a spring housecleaning circular, calling attention to the facilities the dealer has for overhauling baby-buggies of all kinds, will be sufficient. Timely reference to this line of business in his regular advertising space, with possibly a few "local readers" at the right season, will also bring trade. The line is a new one; and as it appeals directly to the women-

new or extra buggies. Featuring this line should also be not without its effect in drawing business in other lines and elevating the hardwareman to the status of "family dealer" for the family in question.

SOME NEW BRITISH AGENCIES.

The International Supply Co., Montreal, have recently accepted the agencies of over twenty British manufacturers' agencies, the members of the firm, P. R. T. Bennett and Mortimer Waller, having secured the appointments direct through the personal presence of Mr. Waller in the Old Country.

The Etna Light & Heating Co., Birmingham, are specializing on a new Grip burner, which is fitted with a self acting globe, without screws or springs, the glass being removable in two parts. Coupled with this is their inverted burner, which differs from any other inverted burner on this market. They have also wind-proof burners, special brackets, three-needle regulators and a great variety of new lighting devices. Another of their lines is the Etna Patent Soldering Iron, made with different weight bolts (also a special one for lead glazing), which goes with the company's special burner and enables the iron to be in constant use at a uniform temperature, saving time and preventing burning or oxidizing of the soldering end. It is said to cost only a cent an hour, and is ready for use all the time.

Other agencies include an old fashioned durable London glue and a special design of chimney pots to prevent down-draft, the latter having been recently installed and sold to the Federal Government. Their roofing tiles are of English make and of the best of material.

They have several paint agencies, one from the Titanic Paint Co., Birmingham, also enamel paints of Randall Bros., London, and Chancellor & Co, Velure. The Titanic paint is claimed to be suited to any climate, being made from a non-corrosive ore. It is especially suited to iron, wood, stone and cement, possessing resistance to heat, also to water, damp, acids, sulphur, etc. These paints are claimed to have a great covering capacity, one gallon of the Paripan Glossy being described as covering 810 square feet of material.

Other lines handled are sanitary fittings made by Jennings & Co, London; Waste iron pipe, by Watson Gow & Co., Glasgow; Stable fittings, by the St. Pancreas Iron Co., London; terra cotta, Swedish Compo Boards and Clark's Syphon stoves. They also have a fine line of genuine English cut glass, both for table ware and electric light globes. Still another agency is iron windows and ornamental iron work, made by Gardiner & Co., Bristol.

Information about any of these lines will be given hardwaremen for the asking. The company's temporary address is 80 Drummond St. They will be located in their own building, 140 Mansfield St., after May 1.



We Invite Inspection

Our stock of Baby Carriages and Go-carts was never more complete—All up-to-date and of latest design. Prices lower than ever

Gendron Carriages from \$10 to \$25

Go-Carts from \$3 to \$11.50

Also Express Wagons, Velocipedes, Tricycles, Automobiles and all sorts of wheel goods at lowest possible prices, at

THE BIG STORE ON THE CORNER

Turnbull & Cutcliffe, Limited
HARDWARE AND STOVE MERCHANTS

Well-written and Well-set Baby Carriage Ad. from Brantford Paper.

repair work, and works up a sort of department which is usually delegated to a member of his staff who shows aptitude for the work. Hardwaremen who handle bicycles and do bicycle repair work and whose mechanics have a certain amount of skill along this line gravitate most naturally to this sort of repair work.

As with the bicycle, a good feature for the hardwareman who takes up the business of perambulator repairing is the spring overhauling. Unlike the bicycle, the baby buggy or go-cart is apt to be in use all winter; but whether in use or consigned to temporary oblivion in the store-room, the spring overhauling is equally needed. The woodwork needs shining, the axles require proper cleaning and oiling, here and there a wire spoke needs to be adjusted, while the metal work will be the better for a good polishing. There is far less work required than on a bicycle; but there is

folk, they will undoubtedly do a great deal to advertise it themselves.

Very little investment should be necessary, the initial expense being merely the amount required for a small stock of parts (which will be ultimately used in any case) and a small amount of oil, varnish and metal polish. The only other necessary item is an appliance for fitting wheels with new rubber tires, together with a small stock of the various sizes of hard rubber. Now-a-days, when the rubber-tired baby buggy has pretty nearly usurped the place of the metal tired cart, the demand for new tires to replace those which wear out is pretty steady, particularly after a hard spell of winter.

The spring overhauling will generally cinch the trade in such repairs as may from time to time be required during the ensuing summer and fall, and will also give the man who features overhauling and repairs a good chance at orders for

HARDWARE & METAL

Established 1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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FRANCE - John F. Jones & Co., 31bis Faubourg Montmartre, Paris

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PUBLISHED EVERY SATURDAY.

SECRET REBATES DECLARED ILLEGAL.

His Lordship Justice Magee says it is illegal for a commercial traveler to accept a secret rebate. The Secret Commissions Act makes no distinction between receiving and giving a secret commission.

Justice Magee says: "If you sent your servant to market to buy a horse and there he meets with a man who offers him a horse at \$150 and says, 'If you will buy this horse at \$150 I will give you \$10 of it to yourself; and you need not have any compunction about it, because I would not let your master have it for less than \$150.' And your servant gets it for \$150 and puts the \$10 in his pocket, you can recover that \$10 from your servant. It is your money, not his, because it was made out of the transaction which he was carrying on with some person else for you; now, that is clear law. So, a commercial traveler sent out by a house here in Canada to buy goods for that house in the States, and he may be offered a commission by a person in respect to the goods he buys. When he comes back to Canada, if the transaction ever becomes known, he is liable to pay over that money to his employers. He has no right to be paid at both ends, unless it is known. This question of double commissions has for a long time past been quite too common, and has been permeating to a large extent the commercial life of the country. So much is that the case that last year the Dominion Government passed an act making it a criminal offence to take a double commission."

Let us see whether the other half of the act is not just as binding on the giver of the secret rebate as it is on the receiver. Clause (b) reads as follows: "Being an agent, corruptly gives or agrees to give or offers any gift or consideration to any agent as an inducement or reward or consideration to such agent for doing or forbearing to do, or

for having after the passing of this Act done or forborne to do, any act relating to his principal's affairs or business, or for showing or forbearing to show favor or disfavor to any person with relation to his principal's affairs or business."

It must be evident from the above that the object of the law is to prevent the seller from giving a secret commission. So that the traveler who gives a secret rebate or other consideration is clearly violating the act.

So far as the liability of the merchant who accepts the secret rebate is concerned, clause (d) covers that. It reads: "Every person who is a party or knowingly privy to any offence under this act shall be guilty of such offence and shall be liable upon conviction to punishment hereinbefore provided for by this section."

So that a merchant who accepts a secret commission or consideration is guilty under the provisions of the act and liable to the penalties it imposes.

Hardware and Metal is pleased to know that its position has been so fully endorsed by such an eminent authority as Justice Magee. We are especially pleased because it tends towards honesty in business and it should, therefore, be hailed with pleasure by every honest merchant in Canada.

THE METAL SITUATION.

The metal situation, so far as the primary markets are concerned, is very disappointing. Although we have arrived at a time when figures should be showing the influence of a strong spring consumptive demand, there is no evidence of any rally, and taking everything into consideration the markets are weak—deplorably so.

Supported by a good demand from New York, tin has kept fairly level with the opening price of the year, beyond one drop in the middle of March, but even with this the metal should be doing better. The spring of the year should produce better figures than the dead season of mid-winter. The prospects of tin are well spoken of, but supplies are heavy, and market manipulation will not give the stability that steady buying accomplishes.

Copper, however, is the weakest of all the prominent metals, and the situation is one that is full of anxiety. Looking at the figures obtaining to-day, it might naturally be assumed that consumption has been poor. But not so. Heavy buying movements have taken place, but excessive production has swamped all the good work. From the first—that is, the time when the market commenced to rally from the great depression—producers have been turning out the metal regardless of after-effects, thinking that consumption would be equal to all demands. But production had too great a

start. Europe holds heavy stocks, likewise the American continent, while now, although there is some restriction of production, to counter-balance this, exports from New York are falling off. Cheaper copper may help things by making it unprofitable to produce some of the metal that is now flooding the market, but then again a falling market does not encourage buying.

Production must be curtailed, and curtailed in a systematical way. The markets must be allowed to gain strength, the surplus stocks cleared off, and supply regulated until the consumption can take care of it again. Copper is lower now than it has been since the commencement of the year, although in the early days of January it looked as if it was going to touch the 14c mark. At 12¾c in the month of April, when trade should be humming, copper is sad to look upon.

Spelter is now paying out for its run of sustained prices last year, but shows the best figures so far as legitimate consumption is concerned of any of the metals. Lead has been as disappointing as copper, although not so much is expected from the metal.

The great point is that fluctuating prices—evidences of weakness in the markets—are keeping back the full strength of the consumptive movement. Users will not look ahead when they know that to-morrow prices may be lower, and that delivery will be as easy as it is to-day. There is no snap to purchasing when buyers are not interested. When the markets become staple, and showing a rising tendency, then purchasers commence to think of future requirements, and of the advantages of speculative buying. But so long as the market sags buyers hold off in the hopes of getting still lower prices. The markets, therefore, must have careful nursing, for stability is urgently required.

INTERESTING LEGAL DECISION.

Justice Britton, in giving judgment against a firm of clothiers at Hamilton this week, decided a point of interest to hardware merchants who sell air guns. A boy, 13 years of age, was given an air gun as a premium for coupons given with clothing. He shot at a bird but hit a woman in the eye, destroying the sight. The jury found the clothing firm guilty of negligence and awarded \$800 as the amount of the damages.

"It is common knowledge," said Mr. Justice Britton, "that an air-gun in the hands of a child is 'capable of doing mischief.' It was because of this, I think, that section 119 of the Criminal Code was enacted. By that section it is an offence for any person to sell or give

any air-gun or any ammunition for it to a minor under the age of sixteen years, unless it established to the satisfaction of the justice before whom the person is charged, that he used reasonable diligence in endeavoring to ascertain the age of the minor before making such sale or gift, and that he had good reason to be-

lieve that such minor was not under the age of sixteen. In this case there was no enquiry made as to the boy's age. What actually happened in due course, after the boy got the gun, was one of the things that might reasonably be expected of a boy or person under sixteen."

EFFECT OF HIGHER PAINT PRICES ON TRADE.

As predicted by Hardware and Metal a second advance has been made by manufacturers of ready mixed paint, the higher prices averaging ten cents and taking effect May 1.

It is a decided departure for paint manufacturers to make an advance in the middle of a season, their practice having been to fix prices at the beginning of a year and maintain them throughout the season, regardless of market changes in prices of raw materials which they use in their finished product.

The reason behind such a marked change in business custom is not far to seek. Retailers have but to compare prices on their bills of linseed oil, turpentine and lead bought to-day and one year ago to see that manufacturers are justified in doing what retailers ought always to do—sell their commodities at prices based on the market values at the time of sale, not based on the prices at which the goods were bought.

There seems to be no likelihood of lower prices on the principal articles used in paint manufacture before the end of the present paint season and for manufacturers to continue to sell at prices which would not yield them a profit is more than could be expected of sensible business men. Far better advance prices, even though it means reduced sales, than tamper with the quality of the article.

The advance in prices enhances the value of paint materials now in retailers' stocks and it is to be hoped that retailers will be gifted with as keen business sense as the manufacturers, and advance prices in proportion to the increase in cost.

The situation is an interesting one and Hardware and Metal has obtained the views of a number of retailers in various parts of Ontario on the probable effect of the higher prices on the volume of business likely to be done this season. As local prices are quoted the addresses of the firms are not given.

From Waterloo County.

We think the high price of oil and paints will not curtail the volume of business, at least not to any great extent. The high price of linseed oil will

encourage the sale of prepared paints in place of white lead and oil. We always have some customers who think they can mix their own paints better than a well established firm in the paint business, and we use this argument to good advantage.

"The outlook for trade in our district is very good. Our order for paints and oils was just as large as other years. Our prices are: Paints, \$2 per gallon, \$1.10 per 1/2 gallon, 55c per quart; white lead, \$6.50 per 100 pounds. We have been selling linseed oil at \$1 per gallon but are going to raise our price to \$1.20. Turpentine we sell at \$1.

"We have not announced the advance price of paint in our advertising matter, as we think it the best policy to wait until a customer is ready to buy before quoting the price."

From Lambton County.

"No doubt the present high price of linseed oil will have a retarding effect on the sale of paint goods, both mixed and lead and oil. We sell very little white lead for painting in this district.

"The outlook for trade in this district is better than it has been for some time. We have stocked fairly heavily in prepared paint, a little more so than other years. We are retailing mixed paints at \$2 per gallon where they are taking large quantities. At the present time we are selling linseed oil, \$1 for raw and \$1.10 for boiled. Turpentine is \$1 per gallon, while for white lead we are getting \$6 per hundred.

"We have not announced the advanced price of paint in our advertising matter, nor do we think it good policy to do so. When they are ready to buy we quote them a price that we are selling at, according to the quantity they buy."

From Northern Ontario.

"I think the high prices will cause a large number to wait for another year before they do any painting, and what is done this year will be that which really is a necessity.

"We are asking the following prices: Prepared paints, 15c pint, 30c quart, 60c half gallon, and \$1.10 gallon; boiled oil, \$1; raw oil, 95c; turpentine, \$1.10,

but we purpose advancing the prices on the above 10c a gallon.

"We have not advertised the advanced prices of oils and paints as we find it advisable to explain the cause of advance personally to our customers. We have ordered a larger stock of paint this year, as this department is increasing every year.

"The outlook for trade is very good as our business is done principally with the farmers, and as they have had two good seasons, they are now prepared to make improvements on their farms, in fencing, enlarging their barns, etc."

From Kent County.

"We find the high price of linseed oil has a tendency to increase the sale of ready mixed paint and lessen the volume of lead and oil trade. On the whole our paint business this year so far, is in advance over any previous season. The outlook for trade this year is bright and we are carrying a larger stock of ready mixed paints than usual.

"We are selling ready mixed paint at \$2 in gallon cans; white lead, \$8; linseed oil, raw or boiled, \$1.10, and turpentine, \$1.20. We do not announce an advance in our advertisements as we consider it better to let the customer come in when we can explain a reason for an advance.

From Eastern Ontario.

"We do not expect the advance prices will curtail trade in any way and have bought twice as much as last year and must have more. We have no sale for lead and oil, our trade being all in ready mixed paint. We quote: \$2 in gallons, \$1 for half gallons and 55 cents for quarts. Linseed oil is \$1 and turpentine, \$1.40. Oil will have to go up.

"We do not quote paint prices in advertisements, preferring to do this personally."

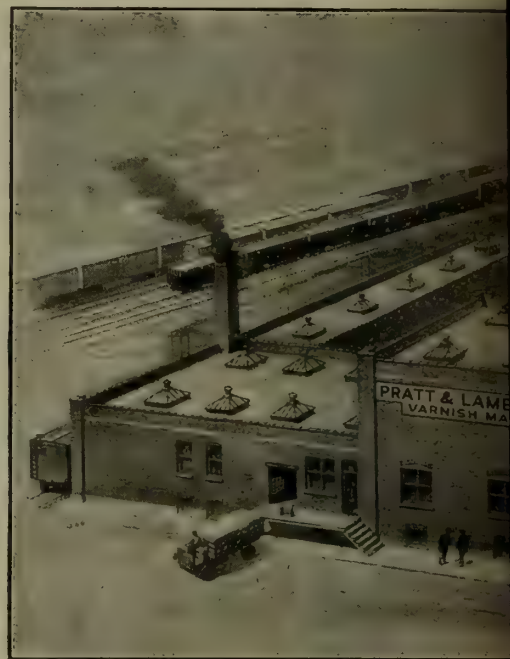
Variation in Prices.

The letters show an interesting variation in prices, white lead being quoted at \$6, \$6.50 and \$8, linseed oil from 95 cents to \$1.20 and turpentine from \$1 to \$1.40. Ready mixed paint prices appear to be more stable with very little variation.

All the firms from whom letters were received are located in towns of from 2,000 to 5,000 so there seems to be no reason for the variation in prices except local competition. Here is where a retail hardware association could do effective work by overcoming trade jealousies and making it possible for dealers to get fair prices for their goods. It is interesting to note, however, that the lowest prices quoted on oil and the second lowest on turpentine are in Barrie where all the hardwaremen are members of the association and are noted for working together harmoniously.

World's Largest Varnish Industry

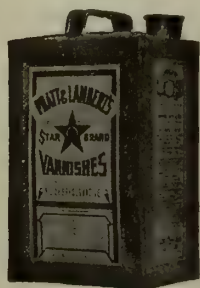
SIXTY-ONE years ago, Pratt & Lambert began making varnishes in New York — to-day there are factories in New York, Chicago, Buffalo, London, Paris, Hamburg, and Bridgeburg, Ontario, and these factories constitute the Largest Varnish Industry in the World.



The Pratt & Lambert Factory offers Jobbers and Dealers full opportunity to purchase Pratt & Lambert Varnishes for superior quality and abundant sales, and varnish profits of the P. & L. agent.

What Pratt & Lambert Varnishes Are

Pratt & Lambert have had a sixty-one year experience in making varnishes — during all these years they have been scientifically experimenting and testing special varnishes to meet the varying conditions. Pratt & Lambert products (over 300 of them) are the result of this experience — every Pratt & Lambert Varnish has been tested and proved to meet certain requirements, and for these requirements it has no equal. Do you want your store to benefit by this experience? If so, write for prices, discounts and particulars.



NEW YORK

BUFFALO

CHICAGO

BRIDGEBURG
FACTORY

PRATT & LAMBERT
VARNISH MANUFACTURING
BRIDGEBURG, ONTARIO

try Opens Factory in Canada



THE large and increasing demand in the Dominion has built up such a large business on Pratt & Lambert Varnishes as to necessitate a Canadian factory — and the Varnishes from this factory, at Bridgeburg, are being manufactured by the same systematic and scientific methods, as those for which the other P. & L. plants are famous.

ry at Bridgeburg, Ontario

fit by the sixty-one year reputation of Pratt & Lambert Varnishes — to make the large varnish

You Should Buy Pratt & Lambert Varnishes Now

to get the full benefit of the Pratt & Lambert advertising, including the best trade papers and eighteen leading general magazines, *reaching in Canada alone about one million readers.*

Then you can put the names of all the painters in your locality on the list receiving the large and effective circulars on Pratt & Lambert Varnishes, and have your choice, too, of free advertising matter, signs, booklets, electrotypes, window trims, etc.

If you want to know the real significance of Pratt & Lambert Varnishes, advertising and co-operation, write to-day for prices, discounts and particulars.

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ESTABLISHED 61 YEARS

BRIDGEBURG, ONTARIO

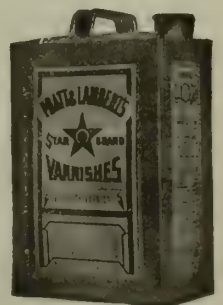
AGENTS

BRIDGEBURG, ONTARIO

LONDON

PARIS

HAMBURG



CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Iron—Cut of about \$1.
 Linseed Oil—Advance of 4c.

Toronto.

Linseed Oil—Up 3c.
 Turpentine—Down 1c.
 Black Sheets—Advanced 10c.
 Pig Iron—Imported 50c a ton.

MONTREAL.

April 22.—Trade is reported as being very good. Although buying ahead has not improved, consumers are keeping close watch on the markets, and a stronger speculative movement may set in at any moment. Medium sized orders for immediate use are freely placed, and conditions altogether are brisk. Purely local trade will brighten up when the ocean boats arrive, especially in pig iron and sheets.

Reflecting conditions in the primary markets, there is a weaker tone to copper and spelter, but prices are unchanged. Galvanized sheets have advanced in some quarters, but not generally, and for the time being we maintain old prices. Open water quotations in imported iron have been announced, the difference being around \$1.

The primary markets have been unsteady, but tin seems to be in a slightly better position, copper, however, has gone back. Brass and copper lines have been cut in the States, which shows how the market is going. The falling off in exports has not helped matters. Tin in London has been supported by market manipulation. Lead has been steady, but spelter is slowly falling back after a great run. The U. S. iron market is quiet, and with inquiries slack there is a slumpy feeling in the market. Curtailment of production is now being advocated. Reports from the Old Country are favorable, although the decrease in Cleveland warrants does not seem to support the statement. Still this may be accounted for by market manipulation.

Iron—With the first boat containing imported iron expected around the end of the month, open water prices have been issued. There is a great want of iron, and some users who are short are paying a big premium for immediate metal. Warehouses are cleaned out, merchants have to scratch hard to get a carload together. Heavy contracts have been taken for delivery during the summer, the fact that domestic plants are wanting all their own pig iron increasing the demand for imported. Most of the furnaces are booked up to October, and prices are around \$22. Holders of iron in the Old Country are holding out for higher prices for future delivery,

and are not anxious to book too far ahead unless at a good price. We now quote: Middlesboro, \$17 to \$17.50; Summerlee, \$20.25 to \$20.50; Cleveland, \$18, and Carron special, \$20.

Tin—There is no change in jobbing prices, and 35c still obtains. The market is firm and good inquiries are coming in. Orders are on the small side, but they are for prompt shipment, showing that the metal is wanted. The English market has been fluctuating, but shows better strength. There was a reaction on account of American business falling off, but the market improved under some quiet manipulation.

Copper—Copper is unchanged, with a good buying movement in evidence. A close watch is taken in the market, and users who want large quantities are uncertain when to break in. The fluctuating state of the New York market is keeping them back. A rather anxious tone has manifested itself in New York, and despite rumors as to large sales at 13c the market is unresponsive. The falling off in the exports, with but little lessened production is making matters worse. The London market has proved fickle, and that has not helped New York. Altogether the market is weaker than it was.

Spelter—Spelter is in good demand at unchanged prices. The market is easier in tone, due to the falling off in prices both in London and St. Louis. A cut may come at any time, despite the good business. Spelter has steadily fallen back since the middle of January in the English market, and since the first of the year at St. Louis. Business is reported good in both markets, only the high prices that were obtaining could not be expected to hold.

Lead—The market is unchanged, and business is reported fairly good. The English market is unchanged, maintaining a very level price with not much character to the market.

Sheets and Plates—A good demand is noticed, and heavy lots are coming by the boats. An advance in price is reported in some quarters, but it is not general, and for the time being the price remains unaltered. But a 10c advance or thereabouts may be expected.

Scrap — Scrap lines are unchanged with business still on the quiet side. We quote: Copper and wire 11½c; light copper bottoms, 10c; heavy red brass, 10c; light brass, 6½c; tea lead, 2½c; heavy lead, 2½c; No. 1 wrought iron, \$12; machinery cast scrap, No. 1, \$16; stove plate, \$12.50; miscellaneous steel, \$7.

TORONTO.

April 22.—A number of price changes are noted in metals this week. English and Scotch iron is down about 50c a

ton all round; black sheets have advanced 10c a hundred; copper and brass sheets and tubing are a little lower, and old lead and old rubbers are nearly ½c easier. Old brass is up slightly.

Metal trading is active and as steady as last week. All metal houses are at present selling from stock. Imports are practically nil. Consumption of metals keeps on increasing, but buyers are keeping away from the market until compelled to enter for lack of supplies. In consequence there is a forcing of stocks by holders of metals on consumers at lower prices, an altogether different state of affairs from last fall. The general feeling is optimistic, however, and traders are satisfied with passing business. The spring season's business had been overestimated during the winter, that is all.

Pig Iron—Canadian foundry iron is still quoted at \$22 and all the foundries are working on orders booked some time ago. Until demands are met it is not likely that this grade of pig iron will come down in price. In anticipation of lower freight rates Toronto metal men have cut 50c off the quotations of English and Scotch irons in stock, though Summerlee is yet quoted at \$23 and better. No. 1 Middlesboro is now \$21; Glengarnock, \$23; Jarrow, \$21.25. There have been no further declines across the border, but the whole iron market there is very easy.

Copper—Casting and lake ingots are at \$13.85 and \$14 respectively, the same figures as quoted last week, and business is good. But stocks are awfully great, and nearly every local metal man has as much as and some of them more than is good for him. Industrial plants are increasing their demands, which is one good feature, but production is yet very much greater than consumption. Copper and brass manufactured lines like sheets, tubes and bars, are about 1c lower (base price) in consequence of the easy copper quotations.

Tin—This metal is now active again and decidedly firm in the primary markets. The local quotation is back at 35c, though early in the week some fair sized lots went around 33c.

Lead—Local stocks on hand are small and the market price is firm. Quotations are unchanged, Trail being offered at \$3.70 and English at \$3.80. Demand is good.

Spelter—This metal is quiet. The easy price tendency continues to prevail. The quotation of last week, \$5.90, remains unchanged.

Plates and Sheets—Black sheets have advanced in price 10c a hundred, as predicted last week. Some sales, though were made during the week at last issue's quotations. Canada plates, galvanized sheets and tinplates, though unchanged in price, are very firm.

Old Material—Heavy yellow brass is

now $\frac{1}{2}$ c higher at $8\frac{1}{2}$ c, and heavy lead is at $2\frac{1}{2}$ c instead of 3 c. Old rubber is $\frac{1}{2}$ c easier at $8\frac{1}{2}$ c. These are the only changes dealers have made in prices

this week. Stocks are increasing again. Some good sales were made to Ohio and Pennsylvania since the beginning of April.

but for strictly hardware lines the market is decidedly firm.

Spring Goods—Agricultural tools and garden implements, such as shovels, scoops, spades, post-hole diggers, forks, rakes, hoes and similar articles are having a repeat record week at present. Western Ontario points are calling for large quantities of these goods. Both the number and the size of this season's orders for these articles are above the average of any recent year. Prices remain unchanged, but very firm. Cultivators, and corn and bean planters, have been in fair demand, and sprayers and pruning knives are beginning to be asked for. Mower grinders are being taken fairly well by hardwaremen looking after the sharpening trade.

Summer Lines—Lawn goods and summer household articles are becoming more prominent. Refrigerators this week took a step forward in demand, as also did screen doors. Window screens have been somewhat active for the past three or four weeks. Ice cream freezers, ice chests and water coolers, are inquired for, though sales up to date have not at all been heavy. Lawn mowers and hose are now freer in delivery. Many booked orders for these articles have already been shipped. Small garden tools are meeting with fair success, as also are lawn seats, rollers, etc.

Household Articles—This line of hardware is steadily active. Since the beginning of March the movement of tin and enamelware has been good. Vacuum cleaners, brooms, brushes, galvanized boilers and pails are going forward better now. Fibreware and woodenware are also improving. Step-ladders for house use have been going out steadily since the beginning of the month along with carpet beaters, sweepers and general housecleaning articles like mops, washing machines and wringers. The coming preserving season is calling for fruit presses, pineapple pearers, cherry stoners, etc. There is also some inquiry for gas and gasoline stoves.

Builders' Hardware—The local situation has not changed, and there is a holding back of large orders in consequence of threatened labor disputes by Toronto hardwaremen and builders. The country, however, is buying more freely than since the spring of 1907, and so far the movement of goods is fully equal to what it was at this time a year ago. There is a splendid demand for roofing, siding material and building paper; and orders for locks, hinges, bolts, butts and similar articles, as also screws, are very good. Ventilators and grilles are being prominently displayed and offered. Barn-door hangers and parlor-door rollers are being received from manufacturers in great quantities.

Tools—Machine tools, hammers and saws are the best sellers at present. The demand is good for these articles. Orders while not calling for large quantities of goods show a wide range of

HARDWARE MARKETS

MONTREAL.

April 22.—The good movement in all lines of hardware continues, and jobbers are very satisfied with the trend of trade. Repeat orders are coming in regularly, and evidently dealers are feeling a strong consumptive demand. Heavy hardware has looked up well, and now has a good share of the shipping. The early seeding in the Northwest, and the good agricultural prospects generally, give a good tone all the way round, and travellers seem confident of closing heavy business right through the year.

Bookings for fall lines are coming in steadily, although not of pronounced proportions, still there seems plenty of life to the movement. Immediate delivery orders in spring and general goods such as hose, mowers, garden tools, refrigerators, freezers, hammocks, and housecleaning utensils, are being rushed through, as the stuff is badly wanted.

No important change in price is announced, although in some cases the market is very firm and the high cost of the raw material would seem to indicate some advance. The manufacturing cost of some lines of bolts have advanced, but no change in jobbing quotations is announced.

Spring lines—The rush movement in hose, mowers, garden rakes, sprinklers, refrigerators, freezers, and other seasonable lines is maintained, and the shipping departments are hard pressed. General hardware is also prominent, the Northwest taking very general lots of all lines. We quote: Lawn mowers, low wheel, \$2.55 to \$2.75; 9 in. by 12, \$3.30; 9 in. by 14, \$3.55; 9 in. by 16, \$3.80; 10 $\frac{1}{2}$ in. by 12, \$4.15; 10 $\frac{1}{2}$ in. by 14, \$4.25; 10 $\frac{1}{2}$ in. by 16, \$4.65. Garden hose, good quality, 60 off. medium 60, 10 and 10, fair 70 and 10. Hose nozzles, \$3.50 per doz. up. Couplings, \$1 per doz.

Builders' Hardware—Still in the forefront, builders' hardware moves out in most gratifying manner. Orders are well assorted. The market is firm, and we quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32 $\frac{1}{2}$ to 33c.

Bolts and Nuts—Although the cost of some lines of bolts have been advanced, no change is reported in a jobbing way. The demand is good for most sizes. We quote: Discounts on carriage bolts, 3 and smaller, 70; machine bolts, 3 and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7 $\frac{1}{2}$.

Miners' Supplies—The movement continues heavy, dealers in mining districts

report good consumption. The market is unchanged, and we quote: Miners' picks, 16 $\frac{1}{2}$ c; pick handles, \$1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3 $\frac{1}{2}$ c; drill steel, 8c.

Harvest Tools—Harvest tools are now showing up well, and orders are coming in from all parts of the country. No price changes are announced, and we quote: Harvest tools, 50 and 5 off; sythes, cast steel, \$6, better grades, \$7 and up; grass hooks, \$1.60 to \$2 per doz.

Heavy Hardware—Chain, bar iron and engineers' supplies are in steady demand. Orders are more distributed about the country than they were. We quote: Chain coil, $\frac{1}{4}$, \$5.25; $\frac{3}{8}$, \$3.80; $\frac{1}{2}$, \$3.50; $\frac{3}{4}$, \$3.25; 1, \$3.25; anchors, 40 $\frac{1}{2}$ lb. up; merchant bar iron and mild steel, \$1.90; steam gauges, \$1.50 each up; injectors, \$4 to \$18 each; and steam gauges, 35c to 80c.

Railroad Supplies—The demand is showing improvement, while jobbers anticipate a much heavier call when the full force of the construction work contemplated is in evidence. We quote: Shovels, \$6.75 a doz. and up; picks, \$3.85 a doz.; track levels, \$1.75 each.

Wire—There is a strong movement in evidence. The market is firm, and we quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire No. 9, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30 straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

April 22.—Hardware jobbers report business conditions this week just as active as any week since the opening of the spring movement. Shovels, rakes and agricultural implements generally are again exceedingly prominent, very great numbers of which went forward in almost every order received. There is some satisfactory sales passing of rope and twine for household use and for stringing in garden work.

Lawn and household goods, seasonable at this time of year, are also very active, and nails, chains, pipe and bolts are increasing in demand daily. Bicycles, too, are finding favor again. This spring is seeing more wheels going forward from this city than for several years past.

Prices generally are unchanged. Brass tubing and other brass lines as well as copper sheets, show an easier tendency,

articles—bits, plyers, hatchets, chisels, edge tools generally, spokeshaves, files, squares, tapes, augers, wrenches and oilers.

Sporting Goods—Again is the sporting department to the front. Apart from baseball outfits and supplies—which are exceedingly active just now—fishing tackle is showing improvement from week to week. Rifles, revolvers and ammunition are sold occasionally, and this week moved fairly well. Express wagons and small delivery carts are inquired after. A particular feature is the present movement of bicycles. Demand for wheels just now has been very encouraging and are certainly more prominent in orders now than in any recent spring.

Heavy Goods—Blacksmiths' supplies have been fairly brisk all this month. Anvils, vises, shapes for plow repairs,

drills, horseshoes, chain hoists, etc., are some of the principal items appearing on the order sheets. Bolts and nuts of all kinds, blocks, chain, valves, always seasonable in spring, are experiencing their share of the passing trade. There is a fine call for pipe this week, and wire nails figure largely in every shipment.

Cutlery and Silverware—There is very fair trading passing in pocket and table cutlery, razors, scissors and shears, and in silverware some new tea kettles and presentation goods are being shown.

Wire—Prices are somewhat easier in that less than car-lot quantities of galvanized barb and twist may now be had at car-lot prices. Demand this week has been principally for wire rope, fence hooks and fencing generally, besides the regular call for oiled and annealed wire. Wire springs have met with successful sales of late.

country orders, has opened a hardware store in Duluth Avenue, Montreal.

T. H. Newman, member of the firm of Caverhill, Learmont & Co., Montreal, is back in business again. His trip to Bermuda has greatly benefited him.

T. O. Sinclair, late of the Hall Engineering Works, Montreal, has acquired the Scot Engineering works, Montreal, in succession of the late Andrew Young.

W. J. Cuthbert Ward, of the firm of J. H. Andrew & Co., Toledo Steel Works, Sheffield, Eng., is in Canada in the interests of his firm. Mr. Ward spent some time in Montreal.

W. H. Crocker, is again representing Frothingham & Workman, Montreal, in the Maritime Provinces. Mr. Crocker has covered the territory for many years, and is very popular among the retail hardwaremen.

C. E. Chown, representing T. McAvity & Sons, St. John, N.B., in the Northwest, spent a few days in Montreal last week on his way back from St. John. Mr. Chown will open an office in Winnipeg for T. McAvity & Sons.

William Steel, of Steel, Peech & Tozer, manufacturers of railway supplies, arrived in Montreal this week. After being in town a day Mr. Steel left for a tour of the western cities accompanied by James Crowdy, of James Hutton & Co., their Canadian agents.

T. J. Drummond, of Drummond, McCall & Co., Montreal, president of the Lake Superior Corporation, said at a recent meeting of the directors, that the corporation had recently booked an order from the C.P.R. for steel rails aggregating 100,000 tons, with a valuation close to \$3,000,000.

Maritime Provinces.

Commercial travelers to the number of about seventy, at a meeting held recently in St. John, decided to appeal to the Dominion Commercial Travelers' Association to take action on the case of hotels in this territory, not equipped with fire escapes and up-to-date sanitary conveniences. The travelers claim that despite the improvement which has marked many of the hotels on the road, there are still several which have failed to consider the safety and comfort of their guests in this regard, and consequently they have a grievance.

Western Canada.

Carter & Bailey have opened a new hardware store at Moose Jaw.

G. W. Heathershaw has moved into his new hardware store at Magrath, Alta.

Wankel & Barr, formerly of Oak River, Sask., have opened a hardware store at Stratheona, Alta.

The Calgary Hardware Store will start business in a new building being erected by Senator Loughheed.

G. Sullivan, who has been on J. R. Mear's staff, Arcola, Sask., for the last six years has resigned his position, and will start in the hardware business in J. L. Larmer's stand in Kiseby.

HARDWARE TRADE GOSSIP

Ontario.

The Rodney Woodenware Co., Rodney, have obtained a charter.

The Brown-Jarvis Roofing Co., Brantford, have obtained a charter.

A charter has been granted to the United Counties Oil & Gas Co., Pendleton.

A meeting of the creditors of Wm. J. Cowan, hardwareman, Simcoe, was held on Saturday last.

Cameron & Tisdale have sold their hardware business at Midland to the Midland Hardware Co.

Messrs. Bennett of Sunderland have purchased the hardware business of J. M. B. Stephens, at Newmarket.

H. D. Moss has added a stock of hardware to his tinware and house furnishing business at Renfrew.

Peleg Howland, of H. S. Howland, Sons & Co., Toronto, has returned from a six-weeks' pleasure trip to Cuba and Florida.

A. D. Kennelly, manager of the McClary Mfg. Co.'s Toronto warehouse, was laid up during the week with a rather severe cold.

The Philip Carey Co., makers of roofing materials, have removed their Toronto offices from 112 Bay street to 77 Front street, east.

L. E. Mills, formerly manager of McMurtry's hardware store, St. Thomas, has accepted a position as head salesman for the W. W. Chown Co., Belleville.

Hymen Miller, of the Miller-Morse Hardware Co., Winnipeg, who was visiting his mother at Toronto last week, left on Monday for Europe. He will return to Canada in October.

R. K. Appleyard is now sole proprietor of the hardware business formerly conducted by R. H. Appleyard & Son, Humberstone. R. H. Appleyard has retired from the business.

G. S. Seeber, manager of the Percival Plow and Stove Co., Merrickville, has resigned his position and will leave for Ottawa on June 1, where he will go into partnership with his brother, in the Canadian Mercantile Agency.

Quebec.

F. Gaulin & Co., tinsmiths, etc., Beloeil, have been registered.

W. S. Leslie, of A. C. Leslie & Co., Montreal, has returned from a short stay in Atlantic City.

F. O. Lewis, president of Lewis Bros., Montreal, has returned to Montreal from an extended trip in Europe.

J. R. Terrill, of Caverhill, Learmont & Co., Montreal, has been laid up for some days with an attack of grippe.

T. Murray, of St. John, N.B., secretary of the Maritime Wholesale Hardware Association, has been on a visit to Montreal.

A. Jeffrey, formerly a well known hardwareman of St. Catharines, Ont., died last week at Raleigh, North Carolina.

W. F. Dibblee, of W. F. Dibblee & Son, Woodstock, N.B., was a caller on the Canada Paint Co., Montreal this week.

M. J. McLaughlin, of the United States Steel Products Export Co., Montreal, has been on a business trip to Quebec City.

Charles Coster, secretary of T. McAvity & Sons, St. John, N.B., was a caller this week on the Montreal hardware trade.

H. C. Marlatte, representing Tobin Arms Mfg. Co., Woodstock, Ont., has been calling on the trade in Montreal, and doing good work.

W. McMaster has joined forces with J. A. Asselin, manufacturers' agent, of Montreal, and the new firm will be known as Asselin & McMaster.

J. O. Paquette, formerly with Starke-Seybold, Montreal, in charge of the

Trade News from the Atlantic to the Pacific

**St. John Firm Remodelling Store — Nelson Man to Manage
Winnipeg Store—Galt Factories Prospering—Brantford to Get
New Industry—Brandon Stores Doing a Long Credit Business.**

ST. JOHN.

April 20—Business with the hardwaremen has been very good lately. There has been a good demand for gardeners' tools, paints and housecleaning materials, and builders' hardware. The opening of the sawmills has also created a demand for mill supplies.

W. H. Thorne & Co., wholesale and retail hardware dealers, will commence in a few days the remodelling of the four-storey brick building on King St., recently purchased from John Montgomery. It is planned to convert the building into a thoroughly modern and up-to-date retail store for handling the cutlery and silverware departments of the business.

The C.P.R. is expending over \$100,000 in new work on the Atlantic division. Within a few days work will be commenced on a new station house at Woodstock, costing in the vicinity of \$15,000 or \$20,000. A large addition is also to be built to the hotel and station at McAdam Junction, at a cost of about \$40,000. At St. Stephen the railway is spending \$30,000 and on the St. Andrews section a lot of work is being done.

Col. James L. McAvity, proprietor of McLean, Holt & Co., returned last week from a visit to Boston, where he was making arrangements for the proposed trip of the 62nd Regiment during the coming summer.

W. C. Hunter, of T. McAvity & Sons, employ has received a notice from Ottawa that the Hunter & Hatch car heating equipment, of which he is the inventor, has been granted a patent for Canada. The equipment was given a test on C.P.R. and I.C.R. trains during the past winter and proved very satisfactory. The heating is done by means of exhaust steam from the engine.

W.E.H.

HALIFAX.

April 16.—The price of linseed oil continues to advance. This week it is quoted at 92 cents per gallon for raw and 95 cents for boiled. As a result of the increase the price of paints and turpentine have been advanced. Turpentine is now quoted at 95 cents per gallon.

Trade continues in good volume and the jobbers are now busily engaged in filling spring orders. The retail trade is also very good for the season of the year. Fishing tackle which is handled by many of the firms is in good demand.

The demand for stoves is very quiet at present, but the dealers are expecting a revival of business as soon as the moving season is on which starts about the first of May. The plumbing trade is

also quiet at present, but will look up again as soon as building operations start up in good shape.

Sewer work having started up, there is a good demand for cement locally. It is reported that stocks are low. The price ranges from \$2.10 to \$2.20.

In anticipation of a good hay crop, the local dealers are now stocking up with large supplies of haying tools. These goods are coming to hand a little later than expected, but they are in ample time for the orders that will come in for this class of implements.

The sales of paints and white lead are good for the season of the year, and it is expected that they will increase from now on.

KINGSTON.

Kingston, April 19.—Clerks in hardware stores are very anxious that bosses should go in with dry goods merchants and close at 5 o'clock, during July and August. "That one hour would make a great difference to us," remarked one clerk. However, bosses have not seen fit to close early, and will not likely do so.

As a result of complaints made by merchants, police are after people who have been peddling goods around the city without a license.

John McKelvey, who has been seriously ill for the past few weeks, is much improved, and it is expected will be able to be around again soon.

Report is again current that American capitalists will take over iron mines, at Wilbur.

An addition will be built at the post office, to be half the size of the present office.

Kingston penitentiary has made an offer to the Village of Portsmouth to supply electricity for street lighting, if the latter will erect and maintain poles, wires, lamps, etc.

GALT.

April 19.—Preston town council has awarded the contract for the King St. sewer to Wirsching Bros., at \$4,416.

The Allan Hills Edge Tool Co. is now employing 40 hands, after four months' operation. The demand for their products is steadily increasing.

The Shurly & Dietrich Co. will erect an addition 100 x 45 feet, of reinforced concrete with fire-proof roof, for storage purposes.

Galt plumbers and builders were scored at a meeting of the water commissioners, the plumbers for not making reports, and not installing shut-offs on water closets, and the opinion was expressed that they should be prosecuted.

The plumbers will be instructed that unless they comply with the by-laws they will be refused connections with the water supply.

BRANTFORD.

April 19.—Jesse Bartle has secured the contract for the erection of a residence on Dufferin Avenue for Harry Cockshutt, to cost \$4,500.

St. James' Church will remove, and will erect a new larger building.

The Crown Electrical Co., of St. Charles, Ill., will establish a branch concern here, to employ 75 hands at the commencement. A building will be erected immediately. The company manufactures electrical and gas fixtures, and have already a good business established in Canada. Local capital is interested.

CHATHAM.

April 19.—The contract for drawing the plans and specifications for a new public school at Dresden has been let to J. L. Wilson & Son, architects, of this city. The building will cost \$20,000.

It is announced that a deal has been effected whereby Chatham Bent Goods Co., which has been idle since last fall, will resume operations. The plant and premises have been acquired by Merritt & Co. There is also talk of a new bent goods factory being started by some of the men formerly connected with the old concern.

Judgment handed down by the Divisional Court at Toronto, sustains the judgment of the trial court in the case of Hadley vs. Westman, a test action instituted by the Hadley Lumber Co. against W. H. Westman and Stewart Lamont, water commissioners. The case arose through the decision of the water commissioners to place the water services of manufacturers, liverymen, hotel keepers and laundries on a meter basis, in place of flat rates, arranged before the city purchased the water plant. The manufacturers claimed these rates were binding for all time and challenged the qualifications of the individual commissioners. The action was dismissed by Justice Clute at the trial, and his decision is now sustained. Mr. Westman is head of the firm of Westman Bros., hardwaremen and plumbers.

Though Chatham has no general early closing movement, the shoe merchants have made a successful move in this direction. At a recent council meeting a petition in favor of an early closing by-law was presented, signed by six out of the eight retail boot and shoe merchants. This majority made it mandatory upon the city council to pass an early closing by-law, which was accordingly done. The by-law, which goes into effect on May 2 next, provides that all retail boot and shoe stores must close at 6.30 p.m. on week days, Saturdays, evenings before holidays and the two weeks before Christmas being excepted. The shoe merchants are the only line of

retailers who have an early closing by-law here, though hardwaremen and dry goods merchants have a tacit and well observed understanding with regard to early closing.

WINNIPEG.

April 20.—George Crocker, for three years with the Brandon Hardware Co., of Brandon, and later with the Babb Hardware Co., of Portage la Prairie, has taken a position with McDonald & Fleming, of this city. H. Davidson, late of W. H. Thorne hardware company, St. Johns, N.B., has also joined the retail staff of McDonald & Fleming.

Perhaps the largest sale of refrigerators that was ever made at one time in this city by a retailer was the turn-over of thirty-five by Robinson & Co. to the owners of a large apartment block recently erected in the city.

J. E. Riley, a local hardware merchant, is Grand Chancellor of the Western Canada lodge of Knights of Pythias and will preside at a grand rally of that order to be held in Portage la Prairie, next month.

A large building is being erected on Donald Street, for the Canada Cycle & Motor Co. The main floor is to be a garage, and the second floor is for bicycles and skates. The company report excellent orders from every point in the west for bicycles for the coming summer's trade.

The trophies of the Wholesale Hardware League were awarded last week at a meeting of the league. H. F. Moulden presented the Moulden trophy and four gold lockets, as first prize, to the James Robertson Co. D. Philip presented four gold lockets, as the second prize, to the Woods-Vallance Co., and the third prize of four gold stickpins was presented by E. B. Loucks to the Marshall, Wells house.

BRANDON.

April 20.—The Hamilton Hardware Co. is the name of the hardware store recently purchased from Hunter Smith, who conducted the business for many years. The new store is a partnership concern, containing three other hardware merchants in the city. H. E. Burgess, late of Mitchell & Brown, is manager of the new store.

The Brown & Mitchell hardware company are opening a branch store in Suffield, Alberta, a small town near Medicine Hat. Mr. Mitchell has great faith in the future of this town, and is installing a wide range of well assorted goods. In addition to this extension the company are at present building a warehouse on the C.P.R. track in the city. The building will be 50 feet by 116 feet in dimensions and a solid brick fire-proof structure.

A. E. Karger, of Winnipeg, western manager of the James Stewart Stove Co. spent a few days in the city last week. He returned to Winnipeg after several weeks' tour of the west, and re-

ported the retail hardware business everywhere in the west in excellent condition.

Johnston & Co. have a large metal working staff in connection with the store, and the branch is reported to be a valuable asset to the business. A contract has recently been let to the company for the manufacture of several cooling jackets of galvanized iron, for a local gasoline engine firm.

The Brandon Hardware Co. are to enlarge their store in the near future to make room for a rapidly growing trade. A local contractor recently furnished estimates for an extensive brick addition.

The Kelly Hardware Co. store which was taken over by S. E. Fawcett and M. H. Lightly, of Winnipeg, about one year ago, are to be credited with building up a strong business in that short time. The policy of advertising and taking care of collections are the features which have tended to strengthen the business.

The hardware trade in general in this city is in excellent condition and the city affords peculiar advantages for such a trade as is being carried on. There are no wholesale houses cutting into the retail business by selling to contractors as is the case in some wholesale centres, and this leaves the retailers free for a large volume of trade. Another feature of the Brandon trade is the large custom from the farmers. Being the wheat city, the agricultural community does much to support the city, and the retail stores are all well stocked with farmers' goods. It is unfortunate, however, that retailers do not insist on better cash arrangements with the grain growers, since the long terms of credit which they offer reacts seriously on wholesaler and manufacturer. The farmers could pay up better if they were requested, but retailers do not hope to receive payments for goods being retailed now until the next crop is harvested. The hardware retailers believe that the best way to overcome the difficulty is to form an association, and no doubt a movement of this kind will be started soon.

NELSON.

April 16.—Hamilton Byers, who has been manager of the local branch of the J. H. Ashdown Hardware Co., has left for Winnipeg to take over the management of the company's retail store in that city. Before leaving, he was honored with a banquet and a complimentary address by the Nelson Board of Trade. Mr. Byers was the first hardware man in the Kootenay district of British Columbia, of which the city of Nelson is the centre. He made his first trip from Spokane in 1889, over 20 years ago, coming from Kuskanook, at the mouth of the Kootenay river, to Nelson, in a rowboat. The first goods he brought in came via Bonner's Ferry and down

Kootenay Lake on the old steamer Galena. At that time, he was traveling for the Spokane hardware house of Holley-Mason-Marks. In 1892, Mr. Byers entered business for himself in Kaslo, those being the years when the Kootenay was booming. In 1894, he opened a branch at Three Forks, and the following year he branched out to Sandon. In 1898, he came to Nelson, and from that time has been identified with this city. In business circles he was prominent, and has a record for consistent and unremitting work as a member of the Board of Trade, lending his assistance to every movement for the general interest of either Nelson or the Kootenay district. For the past five years he has been president of the Kootenay Lake General Hospital Association, and is senior counsellor of the local branch of the United Commercial Travelers, which was organized a little over a year ago.

At Winnipeg, Mr. Byers succeeds James Lawrence, who went to that post from the managership of the Calgary branch a couple of years ago. Ronald L. Brown, who has been connected with the Nelson branch of Ashdown's for some years, succeeds Mr. Byers as local manager.

Plans are being worked out to make the Nelson Iron Works, Ltd., which absorbs the Nelson Iron Works and the Rossland Iron Works, the largest iron industry between Winnipeg and Vancouver. The new company which has been organized has for its officers: President, B. A. Isaacs; Vice-president, Leslie Crawford; Directors, S. S. Fowler, W. M. Cunliffe, R. W. Hinton. The field of the company will be extensive, including the Boundary, Kootenay and Similkameen districts of British Columbia, the Crow's Nest Pass coal mining district and Western Alberta. Mr. Cunliffe, formerly of the Rossland Iron Works, will be the manager of the company, and Mr. Hinton will continue to be superintendent.

R.B.B.

VANCOUVER.

April 15.—About one-quarter of the members of the local Sheet Metal Workers' Union are affected in the trouble with the shop owners, who are endeavoring to establish the open shop. Speaking of the matter, one of the shop owners stated that they had got enough of the union's demands, and had posted notices that open shops would be run. There was no trouble about wages.

This trouble follows the demand of the plumbers for an increase to \$5 a day, which was acceded to, though there was objection from many of the master plumbers. All are not union shops, and the enforcement of the card system has been discussed by the unions at different times. There is a rumor that 100 plumbers have been sent for to the Old Country in an effort to establish open shop, but no statement is made regarding this.

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Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

The local wholesale houses report a splendid trade in all builders' lines. These are the leading items in all branches of the business. As soon as navigation opens a much larger volume of goods will be going out. This will consist chiefly in bar iron, wire and iron pipe.

We quote galvanized iron and tin plates advanced due to the advance in duty. Cut nails are quoted this week at \$3.10 while wire (barbed) is down 10 cents.

The large number of gasoline engines and automobiles now in use in the west has greatly stimulated the oil trade and prices are held very firm.

Winnipeg Market Quotations.

Wire—Barbed wire, 100 lbs., \$3.05; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Poultry Netting—57½ per cent.

Horseshoes—"M R M" and "Bell" iron, No. 0 to 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to 1, \$5; No. 2 and larger, \$4.75; feather-weight, \$6.15.

Horse Nails—"M R M" cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Wire Nails—\$2.80 Winnipeg and \$2.35 Fort William.

Cut Nails—\$3.10 per keg base; pressed spikes, \$3.50 base, usual extras.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Bolts—Carriage ½ and smaller, 65; 7-16 and larger, 55; machine, ½ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Rivets and Burrs—Iron rivets 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs; No. 8, 31c; 10, 34c per lb.

Harvest Tools—50 and 5 p.c.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Blocks—Steel, 45; wood, 60 per cent.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Stove Pipes—6-inch, \$8.69; 7-inch, \$9.31.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Galvanized Ware.—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Logging Chains.—5-16, \$5.60, ¾, \$5.50; 7-16, \$4.80.

Enamelware.—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 p.c.

Grindstones.—Per 100 lbs., \$1.65.

Wringers.—Royal Canadian, \$35; new easy, \$39.

Crowbars.—4½c per lb.

Shovels.—21c per lb.

Lanterns.—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Rope.—Sisal, 9¼; pure manila, 11; British manila, 9¾; lath yarn, 9¼c.

Steel Square.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Bar Iron.—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65; spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Pig Lead.—\$5. Lead pipe, \$6.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Copper.—Planished copper, 33½c per lb.; tinned, 24c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ⅜ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: ¼ in., \$3.50; ⅜ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼ in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Fittings.—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Galvanized Iron—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.80; 22 and 24, \$4.00; 26, \$4.20; 28, \$4.60; 30 gauge or 10½-oz., \$4.80; Queen's Head, 20, \$4.00; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Tin Plates—I.C. charcoal 20 x 28 full box, \$9.25; ½ box, \$4.87½; IX, full box, \$11.25; ½ box, \$5.87½; IXX., full box, \$13.25; ½ box, \$6.87½.

Terne Plates—I.C. plates, \$8.50.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40, full polish 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; Red Rose, 25½c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c-25c; acme lamp, 30c; White Lily 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100 pound drums, \$2.75; turpentine, bbl. lots 90c per gal.; linseed oil, raw, \$1; boiled, 3c per gal. advance on this price.

Gunpowder—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof do., \$8; honker in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins (50 lbs. bulk), per tin, \$26.50.

CORROSION IN METALS.

It is a common error to suppose that corrosion in metals is solely and entirely due to influences from without the metal. Recent researches go to prove conclusively that primarily corrosion in iron and steel is set up by inequalities in the metal itself. This therefore brings up the question as to how far paint materials are capable of preventing corrosion on iron and steel, and it will no doubt suggest to the reflective paint manufacturer that probably in many cases where paints have been condemned as not preventing corrosion the fault has not primarily rested with the paint, but that the result has been due to the inherent nature of the metallic surface itself. A great mass of technical information and literature is accumulating at the present time in regard to these matters, most of it, by the way, emanating from the United States. Many of the leading paint manufacturers there are long-sighted enough to observe that ultimately it will be the owner of property who will call the tune in the matter of protective coatings. Already in America this individual has set himself seriously to consider whether the existing so-called protective paints are sufficiently satisfactory for his purpose, and the natural result has been that those concerned in the making of such protective materials are endeavoring to arrive at scientific methods for the preparation of protective coatings. Another result is taking place, namely, that the makers of iron and steel are being sharply watched and are now having to conform to rigidly expressed specifications, not only as to the weight, thickness and other mechanical properties of their plates and bars, but also as to the minute physical condition of the metal, and particularly as to the absence of inequalities in texture which recent research has proved to be the prime cause of a great deal of the corrosion frequently met with in metallic structures.

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We are makers of nearly one hundred years' experience; and know that we can compete

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Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

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because of its splendid quality, means a larger business and better satisfaction to the customers of the dealer who will put in a stock. You will find that it is an oil that will make friends for you, especially among the master painters, who appreciate an oil that has such exceptional qualities. Take this opportunity of securing a good staple that you can rely on, one that will not only hold your old trade but will make new customers for you. Write for prices.

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MANUFACTURERS OF
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Breinigs Penetrating Stain & Wax Finish

These Stains give that Beautiful Soft Wax Finish now popular in High Class Wood Finishing. A Perfect Finish on any wood with one coat and specially adapted for our B. C. Fir Wood. Stocked in Flemish Oak, English, Brown, Weathered, Lt. Weathered, Green Weathered, Black Flemish and Brown Mahogany. Let us send you Samples of these Stains — They are Business Getters.

The Winnipeg Paint and Glass Co., Limited
EDMONTON WINNIPEG
THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

Hon. Adam Beck will build a box factory at Winnipeg.

O. H. Moxley is building a new mill at New Liskeard, Ont.

The Canada Cement Co. will erect a cement mill at Winnipeg.

Gowans Kent Western, Ltd., will erect a 6-storey warehouse at Winnipeg.

The Coleman Baking Co., Toronto, will build a bakery at Winnipeg, to cost \$50,000.

The Shurly & Dietrich Co. will erect a large addition to their present plant at Galt.

The Cockshutt Plow Co. will make large extensions to their plant at Brantford.

The C. F. Booth Co., an old N. S. firm, will establish a factory at Coaticook, Que.

The Colin McArthur Co., Montreal, wallpaper manufacturers, may locate at Prescott Ont.

The Canada Iron Corporation will increase its force and plant at Fort William fifty per cent.

The Eldrans-Brandon Pressed Brick Co. will make extensive additions to their plant at Eldrans, Man.

John Hanbury, of Brandon, will erect a lumber mill on the south side of False Creek, B.C., to cost \$175,000.

The C. P. R. will double the capacity of its hard coal storage warehouse, Fort William, at a cost of \$200,000.

R. M. Jaffray, of Detroit, has been investigating as to the advisability of locating an automobile factory at Brantford.

The National Paper Mills Co., a new industry backed by Vancouver and Victoria capitalists, is negotiating for a site near the Fraser Mills, three miles from New Westminster.

The Canadian Slate Products Co., capitalized at \$2,500,000, will commence the erection and installation of their plant at Vermilion, Alta., in the near future. Estimated cost about \$1,000,000.

Municipal Undertakings.

L. H. Buick will submit to the Chilliwack, B.C., council a scheme for a drainage and sewerage system.

The Township of Etobicoke have awarded the contract for sewers to I. M. Scott, Lambton Mills, Ont., at \$4,727.93.

The by-law to issue debentures to the amount of \$100,000 for extending and improving the waterworks at Hamilton has been passed by the council.

The Aylmer, Ont., Water Commissioners have purchased land for a reservoir and work will be commenced at once on a pipe line. It is estimated that this will give the town from three to five hundred thousand gallons more water a day, at an initial cost of \$12,000.

The Winnipeg city engineer reports that the estimated cost of a sewer in Godfrey Avenue, from Cambridge Street to the city limits, was \$23,563; that of a main sewer in Ash Street, from Assiniboine river to Godfrey Street, is \$38,225; and a main sewer in Crescent Road, from Ash to Renfrew, will cost \$49,772. The cost of the sewer in Ren-

frew, from Crescent Road to Godfrey, is placed at \$10,263, making a total of \$121,823.

Public Buildings.

The C. P. R. will erect a \$20,000 station at Woodstock.

An annex will be erected to the Montreal City Hall at a cost of \$175,000.

The Prince of Wales Fusiliers, Montreal, will have a new armory erected for them.

The B. C. Government will erect a new hospital at New Westminster to cost \$75,000.

The congregation of St. Stephen's Church, Toronto, will erect a new edifice to cost \$60,000.

Plans are under preparation for a church for the congregation of the First Church of Christ, Scientist, Winnipeg, to cost \$75,000.

Two new collegiate institutes will be erected at Winnipeg, one in the north and the other in the south. Each building will cost in the neighborhood of \$225,000.

General Building.

L. Christie will erect a \$10,000 block at Fort Frances, Ont.

The new Y.M.C.A. building at Winnipeg will cost \$300,000.

R. Howson & Co. will erect a business block at Revelstoke, B.C.

The Hamilton City Corporation will build a workshop to cost \$8,500.

J. A. Seabold will build a business block at Vancouver to cost \$78,000.

An annex will be built to the Brunswick hotel, Winnipeg, to cost \$22,000.

The Bank of Montreal will erect a branch this summer at Enderby, B.C.

MacMillan & Vollans will build an \$80,000 apartment house at Winnipeg.

H. O. Lee, of Mount Pleasant will erect an apartment house at Vancouver.

The Bank of Toronto will erect a branch at Yonge and Charles Streets, Toronto.

The Rogers Fruit Co. will build a distributing warehouse at Portage la Prairie, Man.

The Western Canada Flour Mills Co. will add another storey to their warehouse at Brandon.

Mr. Goodman, a capitalist of London, England, will erect a large business block at Port Arthur.

The Home Investment Co., Vancouver, were granted a permit to build a five storey block to cost \$75,000.

Judge Travis, Beveridge Bros. and Geo. Bryan will erect a five storey block at Calgary, to cost \$25,000.

Recent building permits at Outremont, Que., include: Mr. Orbin, residence, \$20,000; Robt. Neville, nine houses, \$15,000.

Swift & Co., Stratford, have awarded the contract for the construction of their storage plant to John L. Youngs.

The contract for the Canada Permanent company's new \$65,000 office building at Edmonton has been awarded to Pheasey & Batson.

The following permits were issued recently at Fort William: A. Cusson, two dwellings, \$7,000; G. F. Price, dwellings, \$11,000; A. Wilkie, dwellings, \$18,000; J. King, two terraces, \$7,500.

Recent building permits at Outremont, Que., include: L. A. Lapierre, residence, \$8,000; A. C. Miller, cottage, \$4,500; G. Fellows, three cottages, \$15,000; Geo. Goodbody, six houses, \$33,000.

Recent permits issued at Toronto include: Lourdes R. C. church, 2-storey brick presbytery, \$10,000; C. D. Smith, 2 dwellings, \$12,000; T. J. Bowen, three dwellings, \$12,000; B. H. Fraser, 10 dwellings, \$13,000; T. W. Murray, 3 dwellings, \$12,000; G. L. Thompson, 3 dwellings, \$10,000.

The following buildings will be erected at Winnipeg: Warehouse and additions to Western Flour Mills, \$260,000; warehouse for Berna Taxicab Co., \$40,000; business block for R. R. Pattinson, \$70,000; pavilion and garage for automobile club at Stonewall, \$25,000; store and apartment block for A. C. Gardiner, \$58,000; Purser Bros., five dwellings, \$21,000; F. D. Burriss, two houses, \$5,000; W. A. Cameron, dwelling, \$4,000; Dunn & Wallace, dwelling, \$7,000.

Railway Development.

The Canadian Northern Railway Co. is reported to be making surveys for the line east from Trenton to Ottawa.

J. W. Pike, of Vancouver, has been awarded the contract for building the Sumas section of the B.C.E.R. Company's Chilliwack line.

J. Daudelin, of Battleford, has been awarded the contract for grading the Biggar-Battleford branch of the G.T.P. Superintendent W. A. Miller, of the C. P. R., stated that \$20,000 would be spent in the improvement of the line between Erholt and Phoenix, B.C.

The contract for the construction of the G. T. P. from Regina south to the boundary near Portal, has been awarded to the J. D. McArthur Co., of Winnipeg.

Armstrong & Morrison, of Vancouver, have a contract for the construction of twenty-five miles of the Island Valley Railway. Estimated expenditure, \$500,000.

J. G. Hargrave & Co., of Winnipeg, have been awarded the contract for grading the double track on the C.P.R. from Winnipeg to Portage la Prairie. This work will commence at once and the line will be in operation this year.

The Fraser River Lumber Co., New Westminster, has awarded to S. H. Abbott, of Seattle, a contract for a nine mile extension of its standard gauge logging railway in the Comox district. Construction work is now in progress. Cost of construction, about \$10,000 a mile. The company has also ordered 100 logging cars from the Dominion Car Co., Montreal, and two additional Baldwin locomotives.

New Companies.

The Robinson Glue Co., Montreal: capital, \$75,000, to manufacture, import and sell glues, etc. Incorporators, J. G. deLorimier, G. W. Dow and A. H. Brittain, Montreal.

The Colombia Oil and Gas Co., Ottawa: capital, \$1,000,000, to prospect, manufacture and refine oil wells and products. Incorporators, J. H. Spence, M. C. Cameron and D. D. McLeod, Toronto.

CANADA PLATES

Galvanized

Polished

Half Bright

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A. C. LESLIE & CO.,
MONTREAL LIMITED

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This is one of the effective newspaper ads
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Boost the Bicycle

campaign. A large series of these ads,
a lot of window stuff, booklets, cards, etc.,
are furnished to our dealers, with weekly
selling plans. We don't ask the dealer to
do it all but give him constant and effective
help. The

IVER JOHNSON BICYCLE

with its truss frame, forged fork crown,
spring fork, close machine work and superb
finish, sells easily and always satisfies.

Write for our Boost the Bicycle Plans.

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Manufacturers of Iver Johnson Revolvers ("Hammer the
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Southern Selling Agents—Henry Keidel & Co., Baltimore, Md.



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HONEST—wasn't it because you enjoyed
it so much that you overdid it? Too
many "Centuries!" You went stale. It's
more fun than ever, for the roads and bikes
are better. Wouldn't you like to skim the
miles again with no conscious effort, or feel
the wheel jump ahead as you throw in a little
extra leg muscle, just from exhilaration?
Wouldn't you like to gulp down some more
of that country ozone?
Drop in and study the good
points of an

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diest, smoothest running
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bridge. Trust the Truss.
We sell it.





THE SECRET OF GOOD IRON IS IN THE HEATING.

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London Bars

They will be found to meet
every requirement of your
trade, because they are
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They are genuine
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LONDON ROLLING MILL CO., LTD.

LONDON, CAN. ®

The Welfare of the Lighting Goods Department

**Lighting lines Should be Pushed at Spring Cleaning Time—
Give the Goods the Best Surroundings—New Method of Light-
ing Gas Without a Flame—Latest Idea in Arc Lighting — Oil
Lamps Should Not be Neglected For Electricity or Gas —
The Question of Denatured Alcohol.**

With the spring cleaning spirit that is now actuating the women of Canada followed by the usual discovery that globes are cracked, fittings out of order, electric lamps not powerful enough, and so on, hardwaremen should make a prominent display of their lighting goods. Lamps must also be pushed, because country houses, boat houses, and other similar places are being opened where oil and spirit lamps are naturally the sole illuminant. An attractive window can be made of lighting goods, especially at night time, if the merchant goes to the trouble of showing the articles in actual operation. Not only does the display suggest the need of one of the lines, but it is a good general advertisement for the store.

Some merchants are never without a portion of their window space devoted to pretty fixtures, shades, globes, etc., and while it may not be necessary for every store to do the same thing, no merchant should neglect, at certain times, to give his lighting goods a fair amount of display. The lines are clean to handle, and carry a fair profit, and there is a good consumptive field. Light of some kind is always wanted, and the store with a good stock of all lines must always command a sale.

We must again emphasize the fact that lighting goods must be well pushed to command a fair sale. The advantages of an inverted burner in certain cases does not impress a householder until an inverted burner is thrust under his nose, or the economy of a strong light until his eyes are almost blinded by the glare of a metallic filament lamp, and so on. There is an old saying that nothing can be sold when hidden by a horse blanket, and it is certain that if lighting goods are kept out of sight, then the merchant is carrying so much dead stock.

Good Method of Display.

There are many ways of displaying lighting goods, but one merchant developed rather a good idea in this direction. He had his private office fitted up with electric as well as gas fittings, while lamps both oil and spirit were displayed around. The one window to the room could be closed by a very heavy shutter completely cutting off all light. By this means the power of any of the lights could be well shown, even in broad daylight, while the surroundings gave the customer some idea how any of the articles would look when in a private house. There is no doubt that the best way to show off an article and to command a sale is to display it amid surroundings that closely approximate those of a private house. In this way its merits are shown to the best advantage.

A merchant should be careful in pushing any line of goods not to lay himself open to the retort of the customer "why don't you use it yourself." A store that is illuminated with gas should be fitted up with fixtures that

are, at any rate, up to date, although they may not be elaborate. If a merchant is pushing inverted lights, for instance he should use a few of them in his store, so that his selling point is emphasized. If he is pushing metallic filament lamps he must not use the old kind, and so on. We do not mean that the merchant must use every line that he sells. This would be an absurd argument. But he must not let his own store show a need of the very things of which he is advocating the value. In other words he must not be like the bald-headed barber who tried to sell an infallible hair restorer.

A New Gas Lighter.

Many efforts are being made to solve the problem of gas lighting without a flame. The latest idea is the using of an alloy composed in part of the materials used in the manufacture of incandescent mantles, and which gives a large spark when rubbed with a file. By means of a rod about ten inches long, and a trigger and spring which can be manipulated with one hand, very excellent results are given. The spark caused by the friction of the file rubbing over the composition is much longer and apparently more solid than the sparks usually obtained from the electric torches in use. One remarkable feature of the spark is that although it will readily ignite gas it has no effect upon the skin or the thinnest of tissue paper. It is claimed that the sparking element will survive 5,000 ignitions. This idea seems to have much commercial possibilities.

Arc Lighting.

A new flame arc—the A. B. Regenerative—is being pushed in Canada. It is one of the latest ideas in arc lighting. The carbons are vertical, the upper being composed of nearly pure carbon, the lower of a core or centre, star shape cross section, the radial spaces being filled with a chemical composition which possesses the property of maintaining a brilliant orange ray independently of the presence of oxygen. The lamp is provided with a double globe, the inner one clear, the outer opalescent. The inner globe is open at both ends and communicates with the two side tubes, allowing a free circulation of gases within the globes, which rise, pass out to the side tubes, and return to the bottom of the globe, where, on becoming reheated by the arc, they repeat the cycle operation. The chemicals, in gaseous form, are thereby used over again, intensifying the light, and giving rise to the name "regenerative." The side tubes and the regenerative chamber are cast in one piece of aluminum and there are absolutely no shadows cast by them. The lamp mechanism is very simple and accessible, by means of the telescoping case, for adjustment and repairs. The resistance is contained in the lamp. Lamp cases of heavy rolled copper and aluminum castings are used whenever possible to

reduce the weight. R. E. T. Pringle, Montreal, is pushing this lamp.

Push Oil Lamps.

Although the development of gas and electricity has been very great, merchant should not allow oil lamps to fall behind. There is plenty of room for all, and despite the encroachments of gas and electricity merchants who have a strong selling campaign for oil lamps, find that their sales well repay their efforts. There are number of districts where oil or spirit is bound to be the only fuel, and in addition, with the improvements that are being made to the burners, many people living in places where gas and electricity is at hand, prefer to use the older method on account of its cheapness, and other features. The oil and spirit lamp has made great strides. The burners now give a maximum amount of light with a minimum expenditure of fuel, while the lamps themselves have been made most artistic. A pretty lamp in a room gives a most artistic effect, and the line is one that should not be ignored.

Denatured Alcohol.

The development of denatured alcohol lamps in the States raises the point that the high government dues should be modified on this spirit. Across the border the fuel is becoming a formidable rival to kerosene and gasoline. Hardware stores are carrying extensive lines of appliances and utilities and find that it pays them to do so. The manager of a States store making a specialty of denatured lamps said that the line netted them more profit year in and year out than any other article they handled. One great point in using denatured alcohol is that it is at all times clean, drv. and odorless. The development of the fuel in the States undoubtedly makes it important that the question of the Canadian excise duties should be thoroughly gone into. Canadian hardwaremen cannot afford to allow what seems to be a profitable line to lie fallow. Competition in staples is too keen.

CUSTOMS DEPARTMENT DECISIONS.

Galvanized wire roofing nails have been ruled to be dutiable under tariff item 416, General Tariff rate 60c. per hundred pounds.

Plants for blast furnaces are dutiable according to material, except that blast furnace blowing engines are free under tariff item 460. Fire brick of a class or kind not made in Canada are free under tariff item 281.

Molybdenum metal imported by manufacturers for use in the manufacture of supports for the tungsten in the filament of metal filament incandescent lamps may be entered free under tariff item 723.

ADVERTISING TO CONSUMER.

Among the manufacturers who are advertising largely to the consumer to help the retailers is the Barber Asphalt Paving Co., Philadelphia, manufacturers of Genasco Ready Roofing. For several years by consistent educational advertising they have given the greatest possible assistance to the dealer in selling their product.

The Retail Paint Trade

THE COST OF PAINT.

Are all merchants advancing the retail price of liquid paint commensurate with the increases in the manufacturers' prices. We hope so. The man who does not advance his quotations when his fair profit is imperilled is either afraid of the popularity and drawing power of his paint, or he has the ill-founded idea that he may attract trade and cut into his competitors by keeping to the old price. Either reason is a confession of weakness.

Once and for all there should be no hesitation in advancing the retail cost of paint. The consumer for years has had a very valuable article at a price that, compared with those obtaining for other goods even not so essential to the welfare of the community, has been low—too low. Paint has been cheap, and now that circumstances have compelled advances, the purchaser has no reason to kick. Taking it as an accepted fact that the merchant has advanced his price relative with the increases in cost, the consumer is even now paying only a fair price, leaving out any abnormal circumstance as to cost of production.

Linseed oil is practically at famine prices, yet the cost of liquid paint has not advanced to anything like a relative degree. The manufacturer is bearing the difference between the two. The consumer has no cause for complaint when he is requested to pay a few more cents for his paints, and we give him the credit of seeing this readily if the merchant takes the trouble to tell him the reason why.

If a customer grumbles at having the price raised upon him the merchant should show him how linseed oil, the great constituent of paint has advanced. Oil at the commencement of the year was about 80c for raw and 83c for boiled. It is now round \$1 and \$1.03 respectively, with every sign of still advancing. Before long the price may double. Who knows?

Has the retail price of paint advanced in a similar degree? And not only linseed oil, but the other raw materials are higher. The consumer should feel himself lucky that he has not to pay very much more.

The merchant must not be afraid of the consumer. If the latter wants paint he will not mind paying a few extra cents or dollars as the case may be, especially when he has the additional security of knowing that by the higher price the quality of the paint is guaranteed. Paint at the old price is impossible to-day. To maintain that level either the manufacturer is sacrificing quality, or the retail merchant is trying to become bankrupt—and either is fatal.

The merchant who has made quality his drawing card all the way along—as everyone should do—can have no fear in advancing his prices, not once, or twice, but as many times as fair profit demands. If the customer has been educated to the value of quality in paint, he will continue to have quality no matter what the price may be.

ELASTIC, as its name suggests, gives no bother, because it won't check nor flour. Satisfies far better than ordinary varnishes, yet costs no more than they. You can recommend it for the job your most particular customer is most particular about.

**The
All-Use
Finish**

ELASTILITE

Has the looks of fine coach varnish, yet **STANDS THE WEATHER.** Good in doors or out—flows nicely, brushes easily, dries perfectly. Will you have free sample tin to prove it? Then just address

**Imperial Varnish
& Color Co., Ltd.**

6 Morse St., - Toronto

*Carried in stock, with our
other Perfection Products, at*

108 Princess St., Winnipeg

and

550 Beatty St., Vancouver

TIGER BRAND WHITE LEAD



This White Lead has been a favorite with practical painters for over thirty years. Made from Dry White Lead, corroded under the dry process, and mixed with pure refined linseed oil.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

PAINT AND OIL MARKETS

MONTREAL.

April 22.—Linseed oil continues to be the great topic of conversation, and conjectures are being hazarded as to the highest point to be reached before the new crop brings relief. At the present rate it will not take long for the opening prices of the year to be doubled. Consideration of the situation has diverted a great deal of attention from the other staples, but in a general way business is very good, shipments for all lines being heavy.

Linseed oil has advanced 4c, but other lines although firm in sympathy are unaltered. There is a feeling, however, that price changes may come at any moment, and many merchants are buying in a speculative way in consequence.

Turpentine.—It was thought that with the new crop slightly lower figures would be recorded, but owing to the good demand, and generally healthy business conditions, no change had occurred, and we continue to quote 83c for single barrels.

Linseed Oil.—There is no check to linseed oil. What with scarcity in flax seed and scarcity in the oil itself, the famine is very pronounced. On the top of this there is a very good demand, and the abnormal prices are not checking sales. Even at present prices sales are really more held back than pushed, and it is reported that one broker, who asked for a commission of 1 per cent. to place 100 barrels, was told by the crushers concerned that they would prefer to give him a new hat rather than sell any linseed oil at all. With an advance of 4c we now quote \$1 for raw, and \$1.03 for boiled.

White Lead.—There is in evidence a strong disposition on the part of some of the grinders to advance prices in white lead as the market conditions, especially in linseed oil, and the good demand, they say fully warrant it. But complete harmony does not prevail and the market is not changed. We quote: \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Red Lead.—The market is fairly brisk, and prices are firm but unchanged. We quote: Genuine red lead in casks, \$4.75, in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100-lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and small quantities, \$5.75.

Varnishes and Japans. — A very healthy tone exists, and good shipments are reported in all lines. Hard oil finishes, shellacs, and quick drying varieties of varnish are meeting with a good call. Carriage and railway varnishes are also in healthy demand. In sympathy with linseed oil prices are firm and in some lines higher.

Colors.—The opening of navigation has given a marked stimulation to the shipment of colors, both dry and in liquid form. Cheaper lines such as oxides, venetian reds, and golden ochres are feeling the benefit of the lower rates, and the demand is very good. Prices are firm.

TORONTO.

April 22.—The paint situation has recovered itself, and trading is again on a good basis. The market for all lines is steady and firm, with a slight ad-

vancing tendency, particularly in white lead in oil and prepared paints.

Linseed oil has made its weekly advance, and dollar oil is surely here. City business has not been so good, taking this week as a whole, because of rain the opening days, but country points have taken larger deliveries than last week, more than offsetting any weakness in Toronto's buying.

Varnishes, brushes, glue, whiting and kindred lines, seasonable in spring and early summer, are moving forward steadily, and paris green is still fairly heavy in shipment.

Linseed Oil.—Though one house is offering oil at 98c and \$1.01—an advance of 1c over last week's quotations—all the rest are quoting \$1 and \$1.03 as the price of linseed oil in lots of 1 to 4 barrels, and they do not take orders for larger quantities. This makes a gain of 3c since last issue. English seed and oil are steady at last week's figures, and Chicago is not quoting at all, which leads one to suspect that the situation there is easier. This much may be taken for granted, that the high price of oil is due to scarcity and not to speculation. There are some substitutes offered, which is not unexpected in view of the figures ruling the market.

Turpentine.—New crop turpentine is arriving fairly freely this week and is being bought up more largely than since the opening of April. The increase of stocks has tended to ease the local market and 83c is the quotation given by all dealers. This is from 1c to 2c less than the highest figures asked since last issue.

White Lead.—The firm tone noted the last few weeks is still existent. Jobbers are yet anticipating higher prices for all grades, following the advance of one house. The outside range of prices run from \$5.65 to \$6.50 for pure lead, with No. 1 grades running from \$5.25 to \$6.10. Red lead is unchanged.

Summer Goods.—Varnishes, enamels, glue, brushes, etc., are still active. Orders are not calling for large quantities, but the seasonable lines are going out in almost every shipment. Paris green is still moving pretty well. Prepared paints are heavy in deliveries. Putty and glass are unactive.

Petroleum.—Prices are unchanged, and buying is steady. The American production of coal oil for 1909 is set down at 175,000,000 barrels, valued at \$125,000,000, a slight decrease compared with 1908, the record year.

CANADA PAINT ADVANCE.

Owing to the continued advance in linseed oil, the Canada Paint Company, Montreal, will advance on the second of May their liquid paints and kindred lines, 15 cents a gal. instead of 10 cents as announced in last week's issue.

Guaranteed White Leads Brandram's B.B. Genuine Leads Them All

We are the sole Canadian Company putting out this famous brand,—made by Brandram's patent process improving on the old Dutch method.

As a dealer, you know that it pays best in the end to handle the best white lead, called for by the painters. Our B. B. Genuine is finer, whiter, covers more and lasts longer than other white leads costing just as much.

As it is

Ground Five Times

after the patent improved process of corroding, it possesses these qualities to an unequalled degree.

Send for our plans for aiding the dealer to do more business, also prices on white lead and paints.

BRANDRAM-HENDERSON LIMITED

Montreal
St. John

Halifax
Toronto

Winnipeg

100% Pure Paint

FROM THE STANDPOINT OF PROFIT

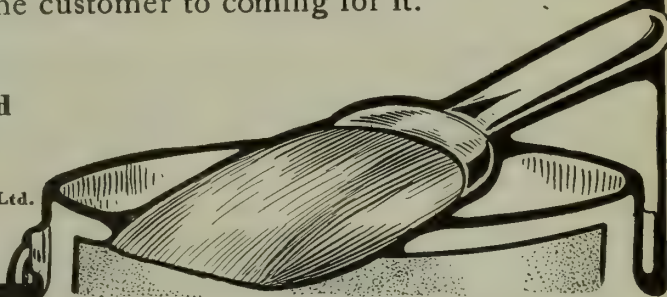
You will never make a cent of profit on the paint that stays on your shelves, Mr. Dealer Man. The only way to make money on paint is to find customers who will come and carry it away and use it.

The MARTIN-SENOUR Paints

are the kind you need. They don't loaf around the store using up space, collecting dust and eating up profits. You'll never wear out the labels on Martin-Senour cans handling them. You'll turn your stock over a dozen times before the labels on the cans get soiled. If you want to sell paints that customers will carry away and use and come back for more — here's the paint, and we will tell you how to get the customer to coming for it. Write today — ask us to tell you how to do it.

THE MARTIN-SENOUR CO., Limited
Montreal Pioneers Pure Paint Chicago

The The
Winnipeg Paint & Glass Co., Ltd. Maritime Paint & Varnish Co., Ltd.
Winnipeg Halifax, N. S.



Cater for the Critical Decorator

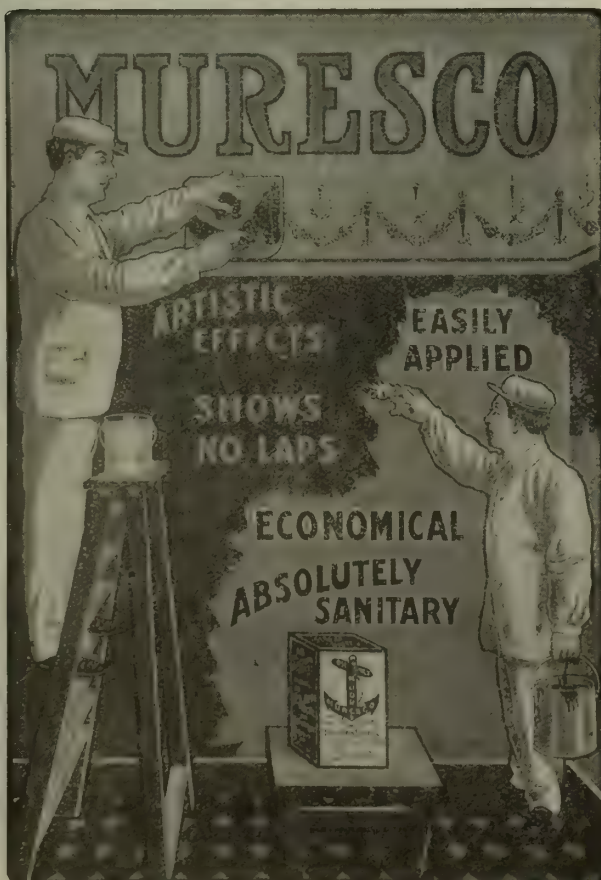
The painter who knows what a good WALL FINISH is, as well as the inexperienced consumer, are both loud in their praises of

MURESCO

THE BEST WALL FINISH

Exhaustive experiments have proved that, pound for pound

Benjamin Moore & Co.
LIMITED



MURESCO

not only makes more material, but works more easily, covers better, goes farther, and produces more uniform, clear and beautiful effects than any other WALL FINISH in use.

"Muresco" will establish a foundation for the sale of your other lines, and yields a generous profit.

See to your stocks. There's no line "quite as good."

Send for color card and prices.

West Toronto

New York Chicago
Cleveland

THE WINDOW DISPLAY.

It has been said that variety is the spice of life. More than to any other phase of life, this saying belongs to advertising, and the particular form of advertising to which it is most adaptable is trimming the window. If a merchant is successful in trimming an exceptionally good window, that is no reason why he should leave that particular trim in his window for three months. Yet some merchants do this and wonder why the passersby never look in or stop to ask a question.

It's the same story to-day as it was a century ago—the people want something different. If you can't give it to them they're going to someone who will. This is especially true in the smaller towns, where the same people of necessity pass the same window perhaps three or four times a day. It grows monotonous, to say the least, and it often leads up to the impression that the merchant is slow and is not aggressive.

And trimming windows is not so much of an art in the smaller towns as it is in the larger cities. It's primarily a matter of common sense in displaying reputable and advertised products to the best possible advantage. When the people know you are going to have an attractive window, and are going to change it every week or two, they're bound to go out of their way to pass your store. They see the window before they see your stock inside. If the window appeals to them, nine times out of ten the stock will, and you're pretty sure of landing an order. The window is your trade barometer—if the display is poor, business is poor; if the display is good, business is usually good. The oftener you change and the more time you spend in planning your window trim the better your sales will be.—The S.W.P.

FOLLOW-UP PAINT TRADE.

A successful merchant who was known to have built up a large paint trade, when asked for the secret of his success, said:

"When I sell paint for a house I am in the habit of calling the attention of the neighbors to the job; tell them to watch it, see how it wears, etc., and intimate that I would appreciate being consulted, and can give them plenty of good advice and good goods when they are ready to paint. I frequently select houses which I believe need painting, and send the owner a selection of shades that I think would look well. I always make it a point to be in a position to recommend several good painters when I am consulted."

Why should not a retailer be proud of the results obtained from paint sold by

him, and not backward in calling the attention of possible customers to those results?

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Cement Grave Markers. — McGowan Bros., Uxbridge, ask for the address of a firm making cement grave and lot markers.

Canadian Art Stone Co., Price Street, Toronto.—Editor.

Canoes—Gilmour & Marshall, Cobalt, ask who are the agents for Canada of "Old Town" canoes and "English" canoes.

The "Old Town" canoes are made in Maine. "English" canoes are made by the Wm. English Canoe Co., Peterborough, Ont.—Editor.

Fireless Cookers. — Kelly & Young, High River, Alberta, and W. W. Chown Co., Belleville, ask for the address of Canadian concerns making fireless cookers.

Manson Campbell Co., Chatham, Ont., and Detroit, Mich.—Editor.

Hammocks. — Stanley Mills & Co., Hamilton, ask what firm in Peterboro makes cotton and duck couch hammocks. J. J. Turner & Son, Peterboro.—Editor.

Lining for Steam Tank.—The Steel Trough & Machine Co., Tweed, Ont., ask where they can obtain a lining to go around a double steam tank to prevent it cooling too rapidly.

The Philip Carey Mfg. Co., 77 Front St., East, and the Canadian H. W. Johns-Manville Co., Wellington St. W., Toronto, are makers of these coverings.—Editor.

Picket Wire Fence.—Geo. A. Elliott, junior, hardware merchant, Brantford, asks for the name of the makers of picket wire fence.

C. J. Daniels, 196 River Street, Toronto.—Editor.

Thetford Bros., Alvinston, Ont., ask where they can have Lott wire fence stretcher repaired.

The makers of these goods are The Canadian Steel and Wire Co., Hamilton.—Editor.

Have your own individuality in your store, in arranging stock, waiting on trade, etc. What is good for Jones, may be bad for you.

Your business will not grow unless you do add new customers constantly. The old ones will drop out with surprising regularity, and those that remain will not increase their purchases materially.

"CUMOFF"

PAINT and VARNISH REMOVER

Is used by painters of all nationalities in Canada who have discarded the obsolete and dangerous process of firing.

English: "Come off."

Scotch: "Come Awa."

French: "Oter."

C. P. Co.: "Cumoff."

Irish: "Faugh-a-Ballagh."

German: "Geht Ab."

Russian: "Kumoffski."

"CUMOFF"

HAS NO DISAGREEABLE ODOR

Will not injure the hands. Will not destroy the brush. Specially useful on mouldings, carvings, and the re-finishing of old frames or cabinet work.

"CUMOFF"

PAINT and VARNISH REMOVER

For use on wood or metal. Removes old paint, varnish, shellac or enamel, leaving the surface ready for re-finishing.

Will not raise the grain of the wood.

"CUMOFF"

IS MANUFACTURED ONLY BY



A PERFECT ENAMEL.

When all has been written about White Enamel, it cannot be said that Canada has lagged behind in this important production. For years, Canada did lag behind, and all kinds of prices had to be paid, and many are still paying these exorbitant figures for imported goods.

The necessity for paying these prices on imported goods is done away with by the production of this brand.



High-grade enamel is in demand, and that is the reason we placed No. 98 on the selling line!

You will have enquiries often for a good line. It is used extensively now in the best buildings. We have a handsome booklet telling you something about enamels, what they should do, and how they should act.

Ask for No. 98 when you are looking for a high grade. Be assured you can get nothing better, and the price is right.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 GLASS IMPORTERS

P AINT THAT PAYS

There's just one paint that you can handle which never fails to satisfy—

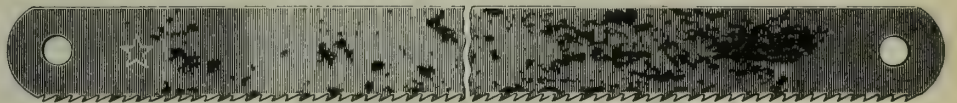
NEW ERA PAINT

"New Era" Paint pays you handsomely in the excellent profit it leaves, and it pays your customer to use "New Era" because it covers more surface, lasts longer and holds its color better than any other prepared paint.

WRITE FOR PRICES.

Standard Paint & Varnish Works Co.
LIMITED
WINDSOR, ONT.

When The Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices? Our new list on this line is

\$3.50	3.75	4.00	4.50	5.00	5.50	6.00	per gross
6	7	8	9	10	11	12	inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

**MILLERS FALLS COMPANY, 28 WARREN STREET
NEW YORK, N.Y.**



The **HAND SPRAMOTOR** No. 1 or No. 2 has 4 to 8 nozzles, all-brass sprayer. The wheels and nozzles are adjustable from 26 inches to 36 inches. Vertical adjustment from rack 16 inches. Automatic vertical nozzle adjustment brass spramotor. Ball valves, automatic compensating plunger. Mechanical agitator.

It is mounted on a cart with strong, hardwood frame. Has 52-inch wooden wheels with iron hubs and steel axles. For one horse.

Can be used for orchard, vineyard, mustard and potatoes, or for painting and whitewashing. Sold without cart as well. Guaranteed.

WRITE FOR FREE TREATISE ON CROP DISEASES. AGENTS WANTED.

R. D. HEARD, 1382 King St., London

IN 18 SHADES

TRADE
KLEARTONE
 MARK.

STAINS

OIL - SPIRIT - ACID

have been brought to a high degree of perfection, developing and enhancing the beauty of the wood over which they are applied.

They are uniform in shade and easily applied. Will not affect the drying of succeeding varnish coats.

Are you stocking this profitable line? Write for literature and prices.

INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO

New York

Chicago

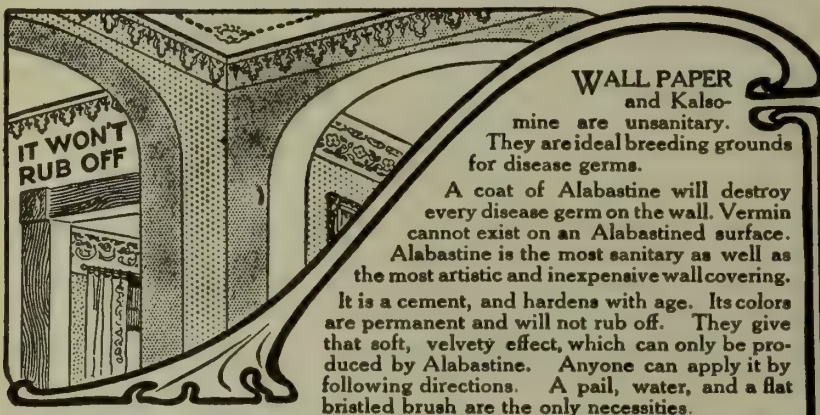
London

Berlin

Brussels

2379

One of our new 1910 ads. appearing in leading Canadian publications



CHURCH'S COLD WATER Alabastine

None Genuine without Little Church on Label

FREE STENCILS

We have organized a Decorative Department, and are prepared to furnish FREE COLOR SCHEMES to suit your particular needs, as well as FREE STENCILS, to all users of Alabastine. Write today for particulars. Our advice is FREE. Let us show you how to decorate your Home in Harmony and Good Taste at a moderate cost.

The Alabastine Co., Ltd.,

Willow St., Paris, Ont.

Free Stencils

We ask your attention to one of our new ads. for 1910. It is shown immediately to the left of this paragraph. Read what it says about FREE STENCILS.

Then, remember, this Free Stencil Idea is ONLY ONE of the several extra sales schemes, in addition to our \$10,000 Canadian Advertising Campaign, that we have adopted in order to add to the popularity of Alabastine.

Wide-awake dealers appreciate the thoroughness and liberality of the co-operation we offer them. Working hand in hand with us you can do a big trade in Alabastine this year. Just ask us to send you, by return of mail, our dealers' sales plans for 1910. We charge you nothing for sending them. And when you see them you'll be mighty glad you asked for them.

The Alabastine Co.,

LIMITED

PARIS, - - - ONTARIO

Berry Brothers'

Famous Varnishes

LIQUID GRANITE

Most durable finish made

LUXEBERRY WOOD FINISH

Best hard oil finish on the market

SPAR VARNISH

STANDS THE WEATHER WELL

Send for Booklets and Prices

Berry Brothers, Limited
Walkerville, Ontario

THE
DOUGALL VARNISH CO.
LIMITED
SUCCESSORS TO
MC CASKILL DOUGALL & CO.



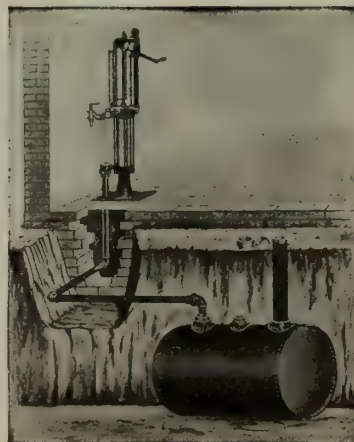
MANUFACTURERS OF

HIGH GRADE VARNISHES

ALSO
CANADIAN MAKERS OF THE
MURPHY VARNISH COMPANY'S
VARNISHES

MONTREAL

CANADA



BOWSER
LONG DISTANCE
SYSTEM FOR
HANDLING GASO-
LENE OR KEROSENE

meets the highest approval because it is **SAFE**. Every feature of the Bowser Long Distance Underground Storage System meets the requirements of Insurance Companies and Fire Underwriters.

Here is the Plan. The oil is stored in a tank buried out side, any distance that you may desire away from the building. The tank is made of good heavy sheet steel, riveted and soldered, tested and guaranteed leak and evaporation proof. It is plated with three coats of asphaltum which absolutely prevents the damp earth from acting upon the metal.

The pump is the latest improved, all metal, and measures accurate gallons, half gallons, quarts or pints at a stroke.

The System Has Never Caused a Fire, nor has an explosion of a Bowser Tank ever occurred. One hundred and eighteen outfits passed through the San Francisco fire, and not one explosion resulted. Some of the pumps were warped and melted by the heat, but the oil remained in good condition in the tanks.

The Bowser System is safe in every way. Write TO-DAY for Bulletin 15.

S. F. Bowser & Co., Limited

66-68 Fraser Ave., TORONTO

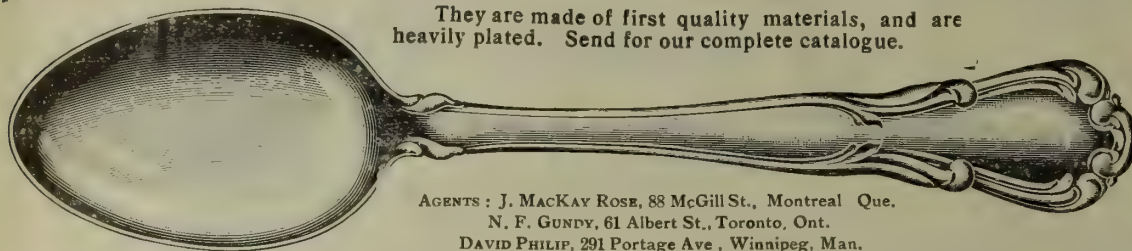
Drive These Tandem !

Here are a couple of artistic, well finished articles that prove splendid sellers.



The "LEONORA" Cold Meat Fork and Teaspoon

They are made of first quality materials, and are heavily plated. Send for our complete catalogue.



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COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

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The "KING" Babbitt is known all over the Dominion.
It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed, or Medium Pressure and High Speed.
It has strength and tenacity, and will not crack or beat out under pressure.
The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.
This is a Copperized Metal.

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THE MORRIS & BAILEY STEEL CO. **PITTSBURG, PA.**

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COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

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A High Grade Linseed Oil Substitute

"LYNOIL" HAS THE LARGEST SALE OF ANY PAINT OIL IN CANADA.

There's a Reason.

"Lynoil" is compounded by men who know how—oil men—not paint men—made in a modern oil plant—compounded—not simply mixed—made from a "tried and proved" formula that has been used for thirty years in the United States. "Lynoil" is aged. Don't experiment with oils gotten up in a rush to meet the present increased demand. We have always made "Lynoil"—and always will. It is reliable—absolutely dependable for all painting purposes. It is what your customers want. Get quotations from any of our depots.

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Everything for Builders and Good Money Makers for the Hardwareman

These are the lines we handle and BACK BY OUR GUARANTEE.

WE REPRESENT TWENTY STERLING BRITISH MANUFACTURERS and have the exclusive rights for CANADA.

Some of THESE are THE ETNALIGHT & HEATING CO., of Birmingham, Eng., with an amazing variety of new things, including special GRIP BURNER never before introduced: an inverted burner new to this market because there is none just like it, and then we have a SOLDERING IRON which sells on sight. We have fine literature. GET IT. IT'S FREE.

The TITANIC PAINT CO., of Birmingham, Eng. Their paint will suit any climate and is especially suited to IRON, WOOD, STONE and CEMENT. Nothing like it in price and quality.

RANDALL BROS., of London, Eng. ENAMEL PAINT, unequalled in the world for all uses and covering capacity.

We have an enamel paint here that will surprise the trade. Write for booklet. Elaborate printed matter worth having.

We also sell sanitary fittings by Jennings, of London; Cast iron water pipes by Watson Gow & Co., Glasgow; Roofing, glazed wall tiles and external terra cotta stable fittings, etc., by the St. Pancras Iron Co., of London; also a patent chimney pot which prevents down draught and is already sold to the Federal Government.

Prices that will interest you. This means money to you.

The International Supply Company, Limited
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"Banner" 1910

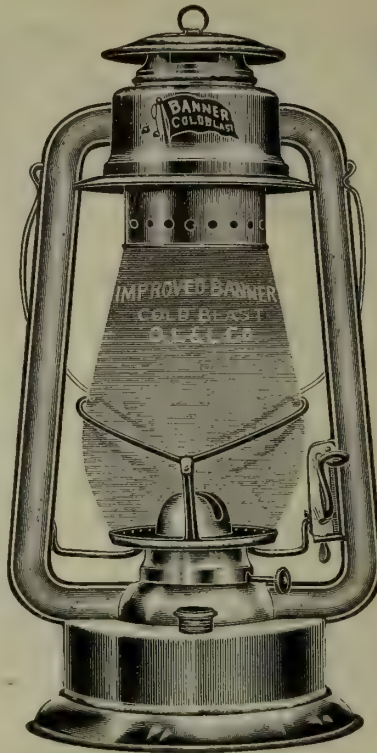
The Cold-Blast
Lantern

Constant Supervision

Skilled Mechanics

Best of up-to-date
Machinery

Handled by all Jobbers



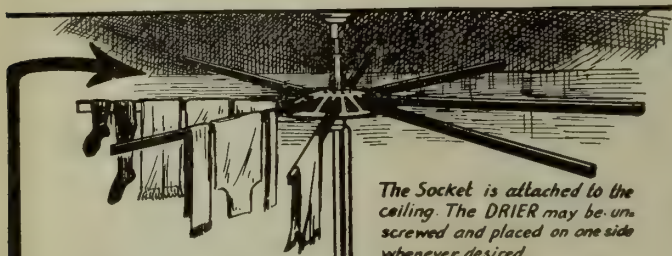
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New Improvements

Lift, Air Chamber
Guard, Tubes
Screw Cap and Handle

Ask for Descriptive Catalogue

ONTARIO LANTERN & LAMP COMPANY, LIMITED
HAMILTON ONTARIO



**Labor-Saving
Devices Sell!**

Here's a dandy, the

**MAPLE LEAF
CLOTHES DRIER**

Saves time and toil, and will influence
other family trade your way.

Instantly adjusted for use, and packs
away into small compass when not re-
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Is neat in appearance and hangs close
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A line with big profit possibilities. Try a dozen.
Send for prices and leaflet to-day.

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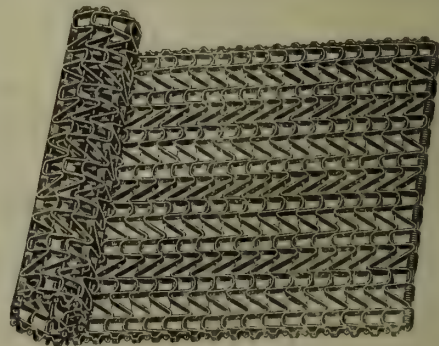
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Acme Flexible Door Mat

Galvanized Steel—Indestructible.

Special inducements to Jobbers and Dealers now.

There is a constant demand in Residences,
Schools, Stores and Public Buildings for
the Acme Mat, especially during the autumn
and winter.



Notice the Special Edge.

Durable—Sanitary—Non-Rustible—Self-Cleaning

Address all enquiries to the

CANADA STEEL GOODS
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MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

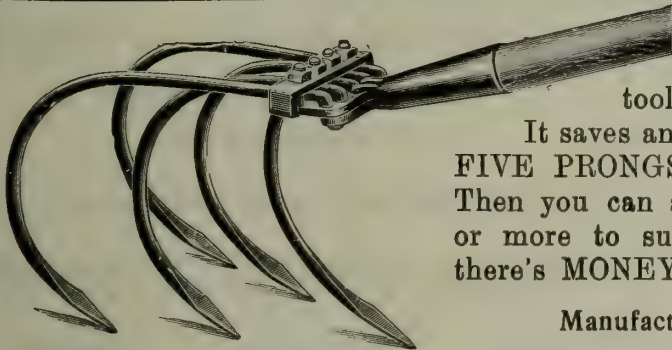
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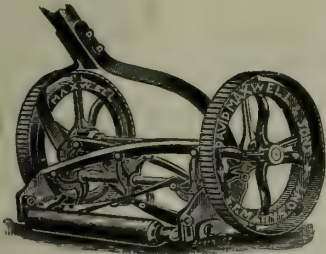
GOOD gardens require GOOD tools. Don't neglect to stock the "Buco." It is the ideal tool for early spring work and for the growing time.

It saves an immense amount of labour too. SEE THOSE FIVE PRONGS? They rush in where HOES would never go. Then you can adjust them to different widths, or remove one or more to suit your work. No trouble to sell them, and there's MONEY IN THEM FOR YOU.

Manufactured by

The Bailey-Underwood Co., Limited. New Glasgow Nova Scotia

A-1 Material and Workmanship



are absolutely necessary for a good lawn mower. Cheaply made machines never give satisfaction and never pay either the man who buys them or the dealer who sells them.

Maxwell Lawn Mowers

are strictly high-grade in every particular. They cut smooth, clean and easily, and they "stand up" to the work. They please purchasers and pay dealers.

Made in 8 to 22 inch widths—wheels from 8 to 11½ inches high—3 to 6 knives. Grass Cutter Attachment if desired.

DAVID MAXWELL & SONS

St. Marys, Ont.

Don't be afraid to stock or recommend the Onward Sliding Furniture Shoe

It will do all a wheel caster will do and do it better, and it will not injure polished floor, carpet, matting or rug. Easily adjusted to any piece of furniture. Made in 2 styles.—Mott Metal and Glass Bases—in numerous sizes. If your jobber can't supply you, write direct.



Pat. Feb. 9, 1903.



Onward Mfg. Co.

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Montreal Representative R. B. Coulson.
Vancouver Representative, E. R. Bollert.
Winnipeg Branch Office, Scott Block.



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Also Enamelled Iron, Glass and Brass Signs.

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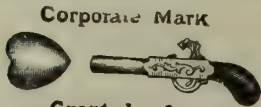
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King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

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Jonathan Crookes & Son
Sheffield, England

**PEN, POCKET & SPORTING
KNIVES, RAZORS, &c.**

For Sale by Leading Wholesale Houses

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

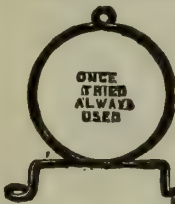
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LIMITED

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HEAD OFFICES
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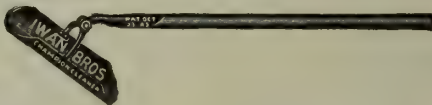
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Holds the pipe firmly on all sides, 2 to 6 inches in diameter, and made of galvanized wire. Sample by mail.

For Tile Drain work Iwan's Adjustable and Stationary Drain Cleaners are the most practical and labor saving on the market.

ASK YOUR
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FOR THEM



IWAN BROS., Mfrs. - - South Bend, Ind.

Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
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JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

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BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1882

Sole Agents for Canada

James Hutton & Company
Montreal



A specialty that is in reality a staple, but one that yields more than staple profits—that sort of a proposition will always appeal to you. In

"VOL-PEEK"

GRANITE CEMENT

For Mending Holes in Pots and Pans

this is what we offer you. It is a great seller all the time—and yields you a large profit. Send for a trial lot.

H. NAGLE & COMPANY
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"DIAMOND" BRAND FITTINGS



are the most profitable kind to stock, as they never fail to give satisfaction. They are perfect in threading, material and finish.

WATCH FOR THE DIAMOND

FITTINGS LIMITED, Oshawa, Can.

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

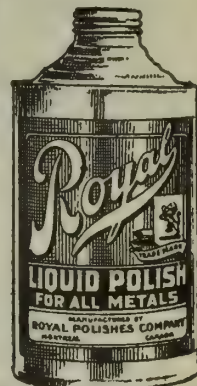
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Anticipate your house-cleaning-time needs by ordering requirements in good time. We are booking daily large orders, and want yours as quickly as possible. You know ROYAL POLISHES—what they will do, their popularity—and you have before now realized the profit they carry for you.

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An absolute necessity to every farmer and gardener is our Compressed Air

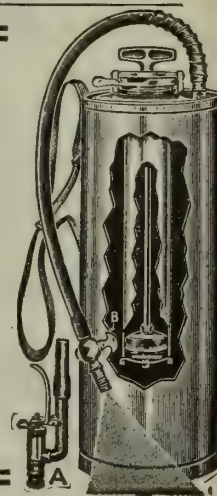
Automatic Hand Spray

Show every farmer visiting your store how useful this spray is for destroying grubs on hoe crops and fruit trees, kalsomining cellars, out-houses, etc. You can demonstrate that the Cavers Automatic Sprayer will save its cost in the potato crop alone. Runs automatically 6 to 10 minutes—a boy can operate it. Full particulars free upon request.

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Manufacturers

GALT, ONT.



You Will Save Money
By Using

"Neptune Unrivalled"
Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guilleaume, Lahmeyerwerke-Actien-Gesellschaft
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For Particulare apply to Watson Jack & Company, Montreal

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

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ALEXANDER HARDWARE
Co. Limited

WE
solicit your orders
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HARDWARE

and can guarantee prompt delivery. A trial order will convince you that our prices are right.

Are you handling the SUPERIOR SCREEN DOOR CHECK? It is neat, strong, durable, efficient and a ready seller.

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CUSTOM PLATING

Nickel—Silver—Copper
EXPERT WORK ONLY

WE PAY THE FREIGHT

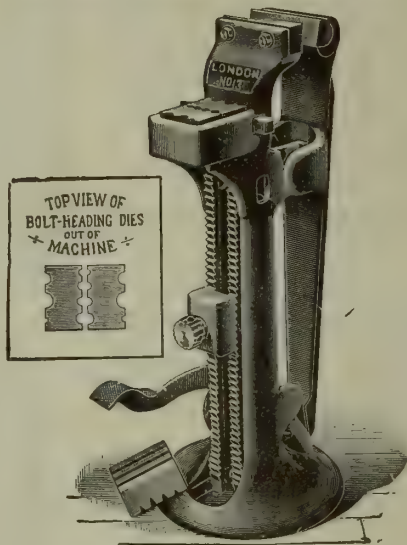
AND YOU

SELL MORE GOODS

SEND SAMPLE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

Horse Shoers' Foot Vise and Bolt Header

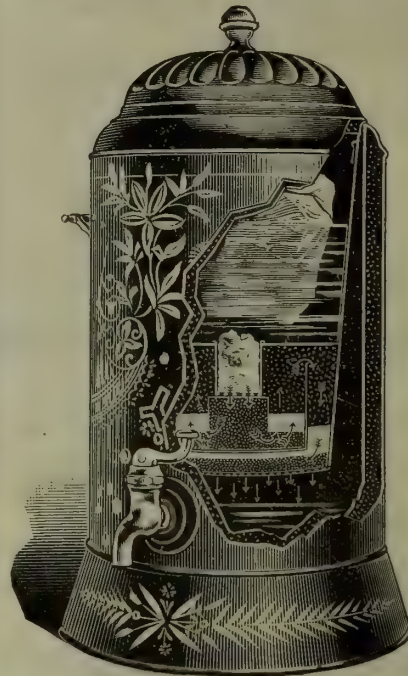


A Practical Tool and a Time-saver for the Busy Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
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UP-TO-DATE WATER FILTERS



These come in a variety of pleasing styles and are just what you should carry at this time of year.

The taps are nickel-plated and of durable make, and the efficiency of the filter in ridding all kinds of water from impurity is unchallenged.

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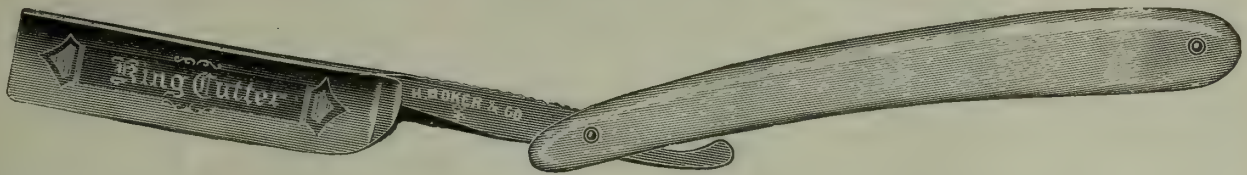
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PURCHASING Agents of the leading Manufacturers throughout Canada to-day in buying manufacturing tags—tags that show every operation from the time the order starts through the factory until shipped—give due consideration to the strength of stock used in such tags. Southam's eight qualities of special stocks, manillas, ropes and linens offer an assortment to cover large and small tags, for light and heavy duty. Write for expert tag advice.

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The Razor to last a lifetime! Every blade is hand-made from the very best quality bar razor steel, tempered by our own process. Perfectly ground, honed and set ready for use, and of the very best finish throughout. The "KING CUTTER" is known as Highest Grade, and noted for its superior shaving quality.

For Sale by All Leading Wholesale Hardware Houses

**Electric
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**Highest
Quality**

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

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Chain**

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Outs**

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Ties**

McKINNON CHAIN COMPANY

BUFFALO, N.Y.

ST. CATHARINES, ONT.

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

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British Window Glass

Polished Plate Glass
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Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

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The Condensed Ads. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.



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PLYMOUTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lath yarns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



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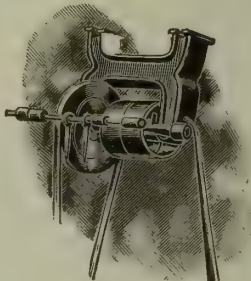
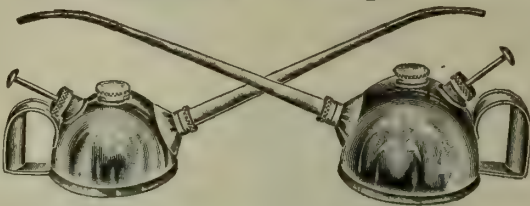
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Canadian Sales Agents

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TORONTO, ONTARIO



Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

The AYLMEYER



**Branch Pipe Double
Acting Force Pump
fitted for Windmill
or Hand use.**

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

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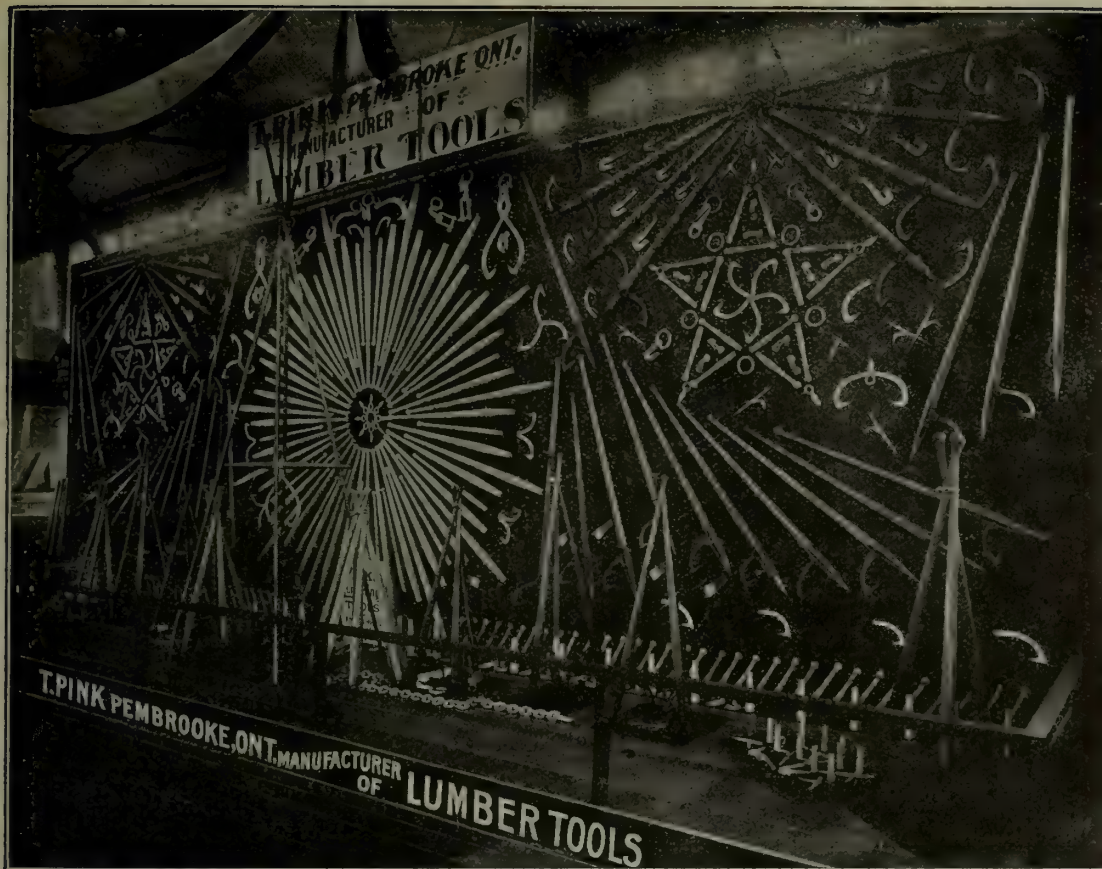
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AYLMER,

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Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
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We manufacture all
kinds of lumber
tools.

Light and Durable

Send for catalogue
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Long Distance
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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



The "Railroad Special" Wrench

The strongest Wrench made, barring none, because the head and bar is drop forged in one piece from open hearth steel.

The screw and jaw are deeply threaded. Fitted with the "W. & B." indestructible iron handle. Every wrench case hardened and highly finished. Built for service and used by the largest railroad systems in the world because it saves them money.

Write for catalogue and prices.

The WHITMAN & BARNES MFG. CO.
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GILBERTSON'S

COMET

Galvanized Sheets

Guaranteed to double seam—are not as high in price as OTHER brands but are fully equal in quality and finish.

Makers, W. GILBERTSON & CO., LTD.,

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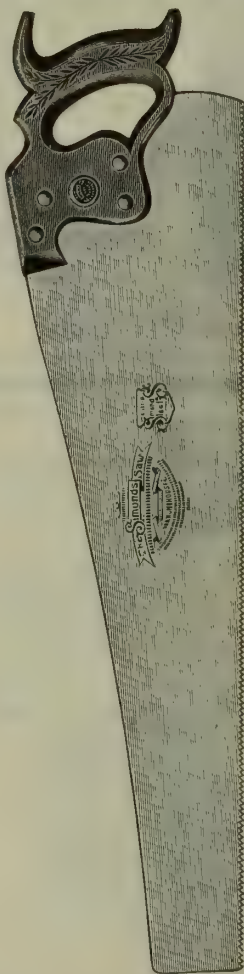
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ALEXANDER GIBB,

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SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

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Branches throughout the United States and Canada.

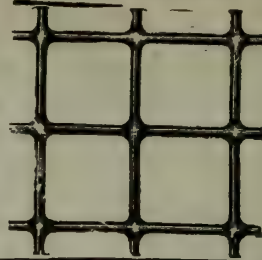
CANADA WIRE GOODS MFG. CO.

Manufacturers of every kind of

Iron, Steel, Brass and Copper Wire Cloth

Crimped and Pressed Wire Work of all Kinds

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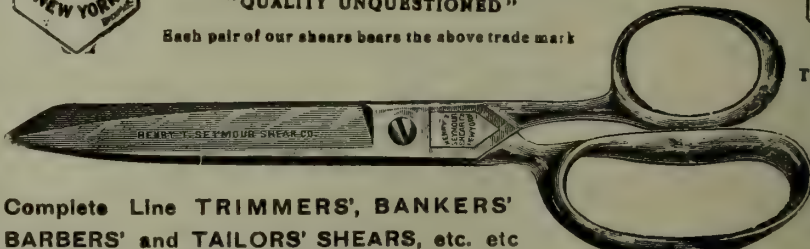


SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



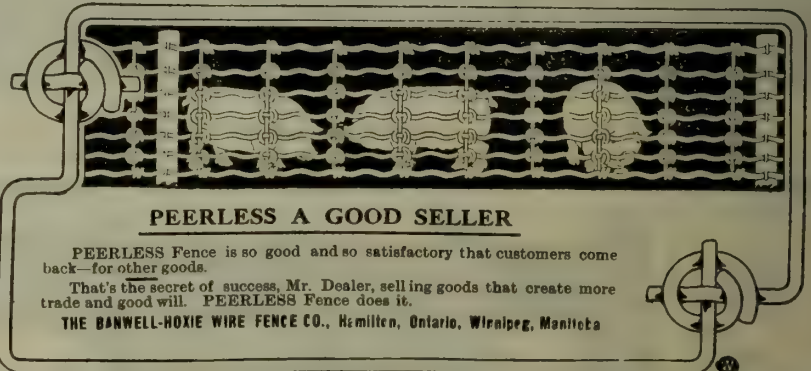
TRADE MARK

Latest catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents



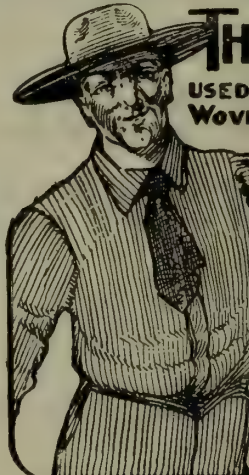
PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba

THIS IS THE LOCK!
USED IN GREAT WEST
WOVEN FENCING



Every rod
guaranteed to
be of highest quality.
MADE IN WINNIPEG.

"Great West" Woven Fencing

is made of the best quality of No. 9 Hard Drawn Galvanized Wire with a "Tie of Lock" that holds the wires absolutely secure at each intersection.

Manufactured by **The Great West Wire Fence Co., Limited, Winnipeg**

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Stanley Tools

STANLEY MITRE BOXES have the widest range of adjustment of any Mitre Box made. For strength, accuracy and durability they are unsurpassed.

	Saw	Capacity Right Angle	Capacity Mitre (45°)	Capacity at 30° without Stock Guide	Each
240	20 x 4 in.	8½ in.	5½ in.	3½ in.	\$10.50
242	22 x 4 "	8½ "	5½ "	3½ "	10.75
244	24 x 4 "	8½ "	5½ "	3½ "	11.00
246	26 x 4 "	8½ "	5½ "	3½ "	11.25
346	26 x 4 "	9½ "	6½ "	4½ "	12.25
358	28 x 5 "	9½ "	6½ "	4½ "	13.00
460	30 x 6 "	11 "	7½ "	5½ "	16.00

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Write for Catalogue.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



Thomas William Lench, Ltd.

Excelsior Works

Blackheath, Staffordshire, England

Wonder Barn Door Hangers and Channel Steel Track

with Galvanized Batten, are the only kind that closes the door up tight.

They are packed, two set, for a trial order; one 8 ft. door and one 7 ft. door.

It is the best and cheapest. Ask for prices.

S. B. MARTIN, Dalton, Ohio, U.S.A.

Sanitation Problem Solved

BY THE USE OF OUR

Aerated Sanitary Dry Closet

They do not require Waterworks or Sewerage

This Aerated Closet takes its air from the outside through a 2-inch tin pipe which comes in beneath the floor and carries the air up the front of the inside of the closet, through a distributor, which spreads the sheet of fresh air the entire width of the pail, causing a strong current to pass over contents and up vent. The liquids are carried off by way of a funnel which empties into a drain pipe.

The solids are contained in a large pail, and the only attention this needs is to be emptied every four or six weeks. We guarantee it just as sanitary as any flush closet recommended by prominent Boards of Health.

Catalogue Sent on Application.

PATENT APPLIED FOR **KENDRICK & CO., SIMCOE, ONT.**



Manufacturers of Bolts and Nuts,
Railway Fastenings, Telegraph Iron-
work of all kinds, Washers, Screws,
Chains, etc.

THOS. GARFITT & SON

SHEFFIELD — ENGLAND

Manufacturers of

Reaper and Mower Supplies

Sections, Guard Plates

and Complete Knives by a

new process which gives very
fine results.

REPRESENTATIVES

JNO. L. RICHARDSON & CO.

65 Front St. E. — — — TORONTO

**CARRIAGE
SPRINGS & AXLES**

ANCHOR

BRAND



THE GUELPH SPRING & AXLE CO.

LIMITED

GUELPH, ONT.

Oakey's

The original and only Genuine
Preparation for Cleaning Out-
letory. 6d. and 1s. Cansisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

YOU CAN MAKE MONEY by SAVING MONEY for your customers!

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY.

Our reputation is behind all these BRANDS.

BLACK DIAMOND Tarred Felt



JOLIETIE and CYCLONE Sheathing.

We also sell wrapping papers of all descriptions

ALEX. McARTHUR & CO., Limited

82 McGill Street

MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb. 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c; Imperial Tough, 40c; White Brass, 35c. Metallo, 35c; Harris Heavy Pressure, 25c. Hercules, 25c; White Bronze, 15c; Star Frictionless 10c; Alluminoid, 9c; No. 4; 6c. per lb.

James Robertson Co.—Extra Monarch, 60c; Monarch, genuine, 50c; Monarch Crown, 40c; Swastika babbitt metal, 25c; King, 25c; Fleur-de-lis, anti-friction, 20c; Thurber, 15c; Philadelphia, 12c; Canadian 10c. per lb.
Geo. Langwell & Son, Montreal—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.
Lion Metal Co., Montreal—Lion Extra, 60c; Genuine, 50c; Crown, 40c; Antifriction, 30c; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, ½ to 1 inch, per 100 lb.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Blank plates 3-16 inch.	2 30	2 40
Tubes per 100 feet, 1½ inch.	9 50	9 00
" " 2 " "	8 25	8 50
" " 2½ " "	10 50	10 00
" " 3 " "	12 00	12 10
" " 4 " "	15 00	15 30
" " 4½ " "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 inch base.	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flat wash stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins Bros., Montreal.

	Per 100 lb.
Casting ingot.....	14 00 14 25
Out lengths, round bars, ½ to 2 in.	21 00
Plain sheets, 14 oz., 14x48", 14x60"	23 00
Plain, 16 oz., 14x48 and 14x60	22 00
Tinned copper sheet, base.....	24 00
Planished base.....	28 00
Braziers, in sheets, 6x4	23 00

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

	Montreal	Toronto
Canadian foundry, No. 2	22 00	
Middleboro, No. 3 pig iron.	17 75	21 00
Summerlee, No. 2	20 25	23 50
Carron, special.....	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	21 75
Clarence, No. 3	18 00	21 50
Jarrow.....	17 75	21 75
Glenbrook.....	32 00	32 50
Radnor, charcoal iron	18 75	
Ayresome, No. 3.....	18 75	
Ferro Nickel pig iron (Soo).....	25 00	
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh	27 50	
Angles..... base	2 50	2 60
Common bar, per 100 lb.	1 90	2 00
Forged iron	2 05	2 18
Refined "	2 15	2 25
Horsehoe iron "	2 15	2 25
Wild steel.....	1 90	2 10
Sleigh shoe steel.....	1 90	2 10
Iron finish machinery steel (domestic)	1 95	2 10
Iron finish steel (foreign)	2 25	2 35
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe calk steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	0 15
Camell Laird.....	0 08	0 08
Black Diamond tool steel.....	0 06½	
Corona tool steel.....	0 12½	
Silver tool steel.....	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	0 06
1 to 1-16 ".....	0 05½
1-16 to 3 ".....	0 05
Montreal, 25 and 2. Toronto, 30.	

BLACK SHEETS

	Montreal	Toronto
10 gauge.....	2 30	2 50
12 ".....	2 30	2 55
14 ".....	2 20	2 35
17 ".....	2 20	2 45
18 ".....	2 20	2 45
20 ".....	2 20	2 45
22 ".....	2 25	2 55
24 ".....	2 25	2 55
26 ".....	2 35	2 65
28 ".....	2 40	2 80

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square.....	5 50
24 ".....	4 50
26 ".....	3 50
28 ".....	3 30

GALVANIZED SHEETS

	B.W.	Queen's	Fleur.	Gordon	Gorbals
gauge	Head	de-Lis	Crown	Bent	
16-20.....	3 60	3 35	3 60	3 60	
22-24.....	3 65	3 40	3 65	3 65	
26.....	4 05	3 80	4 05	4 05	
28.....	4 25	4 00	4 25	4 25	
Colborne Crown—3.65, 3.70, 3.75, 4.00.					
Less than case lots 25 cents extra.					

	Montreal	Toronto
Apollo brand—		
24 gauge, American.....	3 60	3 35
26 ".....	3 85	3 40
28 " (26 English).....	4 10	3 85
10½ oz., equal to 28 English	4 35	4 15

IRON PIPE		Black		Galvanized	
Size (per 100 ft.)	inch	inch	inch	inch	inch
1	2 03	2 25	2 86	2 86	2 86
1½	2 63	2 86	3 08	3 08	3 08
2	3 28	3 51	4 43	4 43	4 43
2½	4 70	5 00	6 35	6 35	6 35
3	6 41	6 70	8 66	8 66	8 66
3½	8 39	8 70	10 40	10 40	10 40
4	10 26	10 60	13 86	13 86	13 86
4½	12 39	12 70	16 24	16 24	16 24
5	15 32	15 70	20 07	20 07	20 07
5½	18 08	18 50	24 14	24 14	24 14
6	21 08	21 50	29 07	29 07	29 07
6½	24 39	24 80	34 58	34 58	34 58
7	27 08	27 50	41 58	41 58	41 58

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS
Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS
30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS
Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.
Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 and 10 p.c.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11½	0 11½
Light copper bottoms	0 10	0 10½
Heavy red brass.....	0 10	0 10½
" yellow brass.....	0 08	0 08½
Light brass.....	0 08½	0 08½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc.....	0 03	0 03½
No. 1 wrought iron.....	12 00	11 00
Machinery cast scrap, No. 1	16 00	15 50
Sheet plate.....	12 50	13 00
Stove plate.....	9 00	8 00
Malleable.....	7 00	6 00
Miscellaneous steel.....	0 09	0 08½
Old rubbers.....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 60	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheet, 2½ lb. sq. ft., by roll.	5 00	5 00
Sheets, 3 to 6 lb. ft.	4 75	4 75
Cut sheets 4c. per lb. extra.		
Cut sheets to size, 4c. per lb. extra.		

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 20	0 20
Wiping.....	0 18½	0 17½	0 17½

SHEET ZINC.

5-cwt. casks.....	6 75	6 75
Part casks.....	7 00	7 00

SPELTER.

Foreign, per 100 lb.....	6 00	6 00
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TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$35 00 35 00

Charcoal Plates—Bright
M.L.S., Famous (equal Bradley) Per box.
I.C. 14 x 20 base..... \$6 00
I.X. 14 x 20 "..... 6 50
I.X.X. 14 x 20 base..... 7 50

Raven and Vulture Grades—
I.C. 14 x 20 base..... 5 00
I.X. "..... 6 00
I.X.X. "..... 7 00
I.X.X.X. "..... 8 00

'Dominion Crown Best'—Double
Coated, Tinsued. Per box
I.C. 14 x 20 base..... 5 50
I.X. 14 x 20 "..... 6 50
I.X.X. 14 x 20 "..... 7 50

'Allway's Best'—Standard Quality.
I.C. 14 x 20 base..... 4 25
I.X. 14 x 20 "..... 5 00
I.X.X. 14 x 20 "..... 5 75

Bright Cokes.
Bessemer Steel—
I.C. 14 x 20 base..... 4 00
20x28, double box..... 8 00

Charcoal Plates—Torne.
Dean or J. G. Grade—
I.C. 20x28, 112 sheets..... 7 50
I.X., Torne Tin..... 9 00

Charcoal Tin Boiler Plates.
Cookley Grade—
X.X. 14x56, 50 sheet box..... 6 75
" 14x60, ".....
" 14x65, ".....

Tinned Sheets.
72x30 up to 24 gauge, case lots 7 25 7 50
" " 26 "..... 8 00

WIRE

ANNEALED OUT HAY BAILING WIRE.
No. 17, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$3.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$3.80. All prices per 1000 ft. measure; 8 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London

COILED SPRING WIRE.

High Carbon, No. 9, \$2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras in 100-lb. lots: No. 17, \$5 — No. 18, \$5.50 — No. 19, \$6 — No. 20, \$6.85 — No. 21, \$7 — No. 22, \$7.30 — No. 23, \$7.65 — No. 24, \$8 — No. 25, \$8 — No. 26, \$8.50 — No. 27, \$10 — No. 28, \$11 — No. 29, \$12 — No. 30, \$13 — No. 31, \$14 — No. 32, \$15 — No. 33, \$16 — No. 34, \$17. Extras net-tinned wire, Nos. 17-25 \$2—Nos. 26-31, \$4—Nos. 32-34, \$3. Coppered, 75c—oil, 10c.—in 25-lb. bundles, 15c.—in 50 and 100-lb. bundles, 35c.—in 1-lb. hanks, 55c.—in 1-lb. hanks, 55c.—in 1-lb. hanks, 55c.—packed in casks or cases, 15c.—bagging or papering, 10c.

QUALITY IS WHAT PROMOTES SUSTAINED REPUTATION

For eighty-five years Heinisch Shears have been the world's leading line of shears. Quality built that reputation and quality sustains it. Sell

HEINISCH

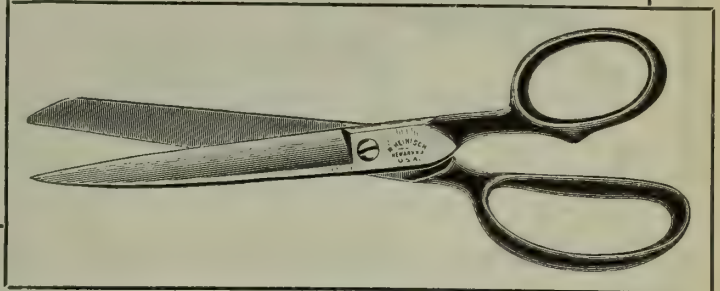
Shears and you will never have complaining customers.

Tailors' Shears, Tinners' Snips, Trimmers, Ladies' Scissors, etc.

Sold by all jobbers

R. Heinisch's Sons Co., Limited

NEWARK, N.J. : U.S.A.



HAY WIRE IN COILS.

\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs Nos. 4 and 5, \$2.75; 6, 7, 8, \$2.70; 9, \$2.25 10, \$2.75; 11, 2.80; 12, \$2.40; 13, \$2.50 14, \$3.10. In car lots straight or mixed.

POULTRY NETTING.

3-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off. Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 50c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb. — Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ¼-lb. hanks 75c., in ½-lb. hanks \$1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb. 2 45
Galvanized, plain twist. 2 75
Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, ½, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized..... 2 85
Plain..... 2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins..... 0 70 0 90
In barrels, 5-gal. tins..... 0 65 0 85

PAINTS

Paint and household, 75 per cent.

HEAVY WAX

Per lb..... 0 40

CHEMICALS.

In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 05
" flaked 0 05½
Green copperas (green vitrol) 0 01
Sugar of lead..... 0 08

COLORS IN OIL.

Venetian red, 1-lb. tins pure..... 0 09
Chrome yellow..... 0 13
Golden ochre..... 0 11
French..... 0 09
Chrome green..... 0 15
French permanent green..... 0 17
Signwriters' black..... 0 17
Marine black, 25 lb. tins..... 0 05

GLUE.

French medal..... 0 10
German common sheet..... 0 10
German prima..... 0 15
White pigfoot..... 0 15
Brantford medal..... 0 10
" brown sheet..... 0 10
" golden sheet..... 0 13
" gelatine..... 0 22
" white gelatine..... 0 20
" white glue..... 0 12
" 100-lb. cask..... 0 10
Brantford all-round glue, ¼-lb. packages, 15c.; 1-lb. packages, 25c. Discount.

PARIS GREEN.

Montreal Toronto
Drums, 50 and 100 lbs..... 0 19½ 0 19½
Packets, 1-lb., 100 in case 0 21½ 0 21½
" ¼-lb., " 0 23½ 0 23½
Tins, 1-lb., 100 in case 0 22½ 0 22½

PARIS WHITE.

In bbls 1 00

PIGMENTS.

Orange Mineral, casks 0 09
" 100-lb. kegs..... 0 09

PREPARED PAINTS.

Per gallon in qt. tins
Sherwin-Williams paints..... 1 70
Canada Paint Co.'s emulsion..... 1 60
Globe house paint (Windsor)..... 1 25
" New Era" house paint (Windsor)..... 1 35
Benj. Moore Co.'s "Ark" Bd 1 25
Moore's pure linseed oil, H.O. 1 35
Brandram-Henderson's "English" 1 40
Ramsay's paints, Pure 1 10
" Thistle 1 70
Martin-Senour 100 p.c. pure..... 1 45
Senour's Floor Paints..... 1 40
Jamieson's "Crown and Anchor" 1 75
Jamieson's floor enamel..... 1 40
Island City pure paints..... 1 30
Sanderson Peary's, pure 1 30
Robertson's pure paints..... 1 35

PLASTER OF PARIS

Per barrel..... 2 30

PINE TAR

Half-pint tins, per dozen..... 0 60

PUTTY.

Standard.
Sulk in casks 2 10
" 100-lb. drums 2 35
Bladders in bbls 2 60

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt 4 75
Genuine, 100 lb. kegs, " 5 25
No. 1, casks, per 100 lbs..... 4 25
No. 1, kegs, per 100 lbs..... 4 75

SHINGLE STAINS.

In 5-gallon buckets..... 0 75

TURPENTINE AND OIL.

Montreal Toronto
Prime white petroleum per gal 0 13½
Water white " 0 15½
Pratt's astral " 0 17½
Castor oil, per lb..... 0 08
Motor Gasoline single bbls..... 0 16½
Benzine, per gal single bbls..... 0 85
Turpentine, single barrels..... 0 83 0 84
Linseed Oil, " raw..... 1 00
" boiled 1 03 1 03

VARNISHES.

Per gal. cans.
Carriage, No. 1..... 1 50
Pale durable body..... 3 50
" hard rubbing..... 3 00
Finest elastic gearing..... 1 50
Elastic Oak..... 2 00
Furniture, polishing..... 1 15
" No. 1..... 0 90
" union..... 0 85
Light oil finish..... 2 30
Gold size japan..... 1 80
Turps brown japan..... 1 50
No. 1 brown japan..... 1 00
Baking black japan..... 1 35
No. 1 black japan..... 0 90
Benzine black japan..... 0 70
Crystal Damar..... 2 50
No. 1 "..... 2 25
Pure asphaltum..... 1 40
Oilcloth..... 0 75
Lightning dryer..... 2 00
Elastolite varnish..... 2 50
Granitine floor varnish..... 2 50
Maple Leaf coach enamels..... 1 20
Sherwin-Williams' kopal varnish..... 2 50
Canada Paint Co.'s sun varnish..... 2 00
" Kyranize" Interior Finish..... 2 40
" Flint-Lac" coach..... 1 80
B.H. Co.'s "Gold Medal," in cases..... 2 50
Jamieson's Copalene..... 2 50
Flatline floor finish..... 3 00
Elastic exterior finish..... 4 25

Island City Dreadnought Finish... 2 50
O.O. Co's. Permanite, interior..... 2 00
" Herculo, exterior..... 2 50
" Reflex, floor..... 2 25
" Japanite Dryer..... 1 25
Stovepipe varnish, ¼ pints, per gross..... 8 00
Beeswax, per lb., 40 cents.
Pine tar, half pint tins, 60 cents per doz.
Plaster of Paris, per bbl., \$2.30.
Pure white shellac varnish, in barrels 1 75
Pure orange " " 1 70
No. 1 orange " " 1 25

WINDOW GLASS

Size United Star Double
Inches. Diamond
Under 26..... \$4 25 \$ 6 25
26 to 40..... 4 65 6 75
41 to 50..... 5 10 7 50
51 to 60..... 5 35 8 50
61 to 70..... 5 75 9 75
71 to 80..... 6 25 11 00
81 to 85..... 7 00 12 50
86 to 90..... 15 00
91 to 95..... 17 50
96 to 100..... 20 50
Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto
Munro's Select Flake White..... 6 25 6 40
Elephant Genuine..... 6 25 6 40
Lily Pure..... 5 75 5 90
Tiger Pure..... 5 55 5 70
Monarch (Windsor)..... 6 50
Essex Genuine (Windsor)..... 5 50
Brandram's B. B. Genuine..... 7 00 7 15
" Anchor," pure..... 5 10 5 25
Ramsay's Pure Lead..... 5 50 5 65
Ramsay's Exterior..... 5 25 5 40
" Crown and Anchor," pure..... 5 75 5 90
Island City pure lead..... 5 75 5 90
Sterling C.P..... 5 75
" Decorators..... 5 25
Sanderson Peary's..... 5 75
Robertson's C.P., lead..... 5 50 5 65
Decorators' Pure..... 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M..... 0 07½

WHITE ZINC IN OIL)

Pure, in 25-lb. tins..... 0 08½
No. 1, " "..... 0 07
No. 2, " "..... 0 05½

WHITING.

Plain, in bbls..... 0 70
Gilders bolted in barrels..... 1 00

HARDWARE

ADZE.

Carpenters', per doz..... 12 50 14 00
Plainship, "..... 18 00 22 00

AXES AND HATCHETS

Single bit, per doz..... 6 00 9 00
Double bit "..... 10 00 12 00
Bench Axes..... 6 75 10 00
Broad Axes..... 22 75 25 00
Hunters' Axes..... 5 00 6 00
" Boys' Axes..... 5 75 6 50
Lathing hatchets..... 4 70 10 00
Shingle "..... 1 45 6 75
Claw "..... 1 70 5 00
Barrell "..... 5 50 6 85

ANVILS.

Taylor-Forbes, prospectors..... 0 05½
Buckworth, per lb..... 0 10½

AMMUNITION

" Dominion" Rim Fire Cartridges and
C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and
2½ p.c.; Centre Fire Pistol Cartridges, 25 and
2½ p.c.; Centre Fire Sporting and Military
Cartridges, 10 and 10 p.c.; Primers, 10 and 2½
p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot
Cartridges, discount same as ball cartridges,
f.o.b. any jobbing point east of Manitoba.
Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1 20, per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits..... 30 and 10
Irwin's auger..... 47½
Gilmore's auger..... 60
Rockford auger..... 50 and 10
Gilmore's car..... 47½
Clark's expansive..... 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

doz. pairs
stearns wood track..... 4 50 6 00
Zenith..... 9 00
Atlas, steel covered..... 5 00 6 00
Perfect..... 8 00 11 00
New Milo, flexible..... 6 50
Double strap hangers, doz. sets..... 6 40
Standard jointed hangers, "..... 6 40
Steel King hangers..... 6 25
Storm King and safety hangers..... 6 50
" rail..... 4 25
Crown..... 4 85
Crescent..... 6 50
Sovereign..... 7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen..... 2 25
Defiance, dozen..... 2 75
Gem dozen..... 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60 and 10 per cent.
Standard, 60, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent
" " and smaller..... 70
" " 7-16 and up.....
" Norway Iron (\$3 list)..... 60
Machine Bolts, ½ and less..... 60, 10 and 10
Machine Bolts, 7-16 and up..... 60
Plough Bolts..... 55, 5 and 10
Blank Bolts..... 60
Bolt Ends..... 60
Sleigh Shoe Bolts, ½ and less..... 80 and 10
" 7-16 and larger 55 and 5
Coach Screws, new list..... 75
Nuts, square, all sizes, 44c. per lb. off
Nuts, hexagon, all sizes, 44c. per lb. off.
Stove Rods per lb., ¼ to 60.
Stove Bolts, 80

Amatite ROOFING

SAVES LABOR AND MONEY

A ROOFING that has to be painted every year or two is a constant care. Suppose you should neglect to paint yours in time. The chances are that when you did remember (which would probably be when

you discovered it leaking) it would be too late to paint or patch. You would need a new roof.

Now you can avoid all this bother and expense by buying Amatite, which needs no painting or coating of any kind.

We will send you a sample free. Write for it to-day and settle the question for yourself. It will only cost you a postal card and will save you many dollars in the end.

Amatite comes in convenient rolls ready to be laid on the roof. Anyone can do the job. Liquid cement to seal the laps and large headed nails are supplied free in centre of each roll.

We wish you knew as much about Amatite as we do; you'd buy it every time. It's the kind of ready roofing that makes satisfied customers.

Send to-day for a free sample to nearest office. That tells the story.

The Paterson Manufacturing Company, Ltd.,

Toronto
Winnipeg
St. John, N.B.

Montreal
Vancouver
Halifax, N.S.



BUILDING PAPER, ETC.

Tarred Slater's paper, per roll.....	0 70
O. K. paper, No. 1, per roll.....	0 75
O. K. paper, No. 2, per roll.....	0 75
Plain Fibre, No. 1, per 400 ft. roll.....	0 40
Plain Fibre, No. 2, " " " " " "	0 27
Tarred Fibre, No. 1, per 400 ft. roll.....	0 55
Tarred Fibre, No. 2, " " " " " "	0 35
Tarred Fibre Cyclone, 25 lb., per roll.....	0 55
Dry Cyclone, 15 lbs.....	0 45
Plain Surprise, per roll.....	0 40
Resin sized Fibre, per roll.....	0 10
Asbestos building paper, per 100 lbs.....	4 00
Heavy straw, plain & tarred, per ton.....	37 50
Carpet Felt, per 100 lbs.....	2 50
Tarred wool roofing felt, per 100 lbs.....	1 80
Pitch, Boston or Sydney, per 100 lbs.....	0 70
Pitch, Scotch, per 100 lbs.....	0 65
Heavy Fibre, 32' & 60', per 100 lbs.....	3 00
2 Ply Ready Roofing, per square.....	0 70
3 " " " " " " " " " " " " " " " "	0 95
2 Ply complete, per roll.....	1 35
3 " " " " " " " " " " " " " " " "	1 35
Liquid Roofing Cement, bris., per gal.....	0 15
" " " " " " " " " " " " " " " "	0 20
Crude Coal Tar, per barrel.....	3 50
Refined Coal Tar, tins, per doz.....	1 25
Refined Coal Tar, per barrel.....	4 50
Shingle varnish, per barrel.....	4 50
Caps, per lb.....	0 06
Nails, per lb.....	0 05
Mop cotton, per lb.....	0 15

BINDER TWINE.

500 feet, sisal.....	0 07 1/2
900 " " standard.....	0 07 1/2
550 " " manilla.....	0 07 1/2
600 " " " " " " " " " " " " " " " "	0 08 1/2
650 " " " " " " " " " " " " " " " "	0 09
Car lots, 10c. less; 5-ton lots, 10c. less	
Central delivery.	

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c.	
Wrought Brass, 45 p.c. off revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin, 70 per cent.	
Crescent brands, 70 per cent.	

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl 1 60	1 70
White Bros. English.....	2 00
" Lafarge " cement in wood.....	3 40
Fire brick, Scotch, per 1,000.....	23 00
" " English.....	17 00
" " American, low.....	23 00
" " " " high.....	27 50
Fire clay (Scotch), net ton.....	5 50

CHALK AND PENCILS

Carpenters Colored, per gross.....	0 65
" " lead pencils, per grs.....	2 40

CHISELS.

Cold chisels, 5 x 6 in., doz.....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN

Proof coil, per 100 lb., 1/2 in., \$6.00; 5-16 in., \$4.85; 1 in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 9-16 in., \$3.70; 1 in., \$3.65; 1 in., \$3.60; 1 in., \$3.45; 1 in., \$3.40	
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Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 6, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$12; No. 5, \$16; f.o.b. Toronto	
Hamilton, London and St. Marys, 50 per cent; f.o.b. Ottawa, Kingston and Montreal, 47 1/2 per cent.	

CLAMPS

Malleable swivel head, 4 in.....	2 50
" adjustable, 4 in.....	7 60
Carpenters, 3 feet.....	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lengths.....	3 00
3 " " " " " " " " " " " " " " " "	3 65
4 " " " " " " " " " " " " " " " "	4 80
5 " " " " " " " " " " " " " " " "	6 60
6 " " " " " " " " " " " " " " " "	8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.	
Copper tea and coffee pots, 45 p.c.	
Copper pails, 30 per cent.	
Foundry goods, hollow ware, 45 p.c.	

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	

DOOR SETS.

Canadian 45 and 10 per cent.	
Door pulls, 60 per cent.	

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand).....	1 80
Double sets, each.....	3 25
Unbreakable rail, 100 feet.....	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	

DRAW KNIVES.

Carpenters 6 in ch. doz.....	5 25
Folding handles, 8 inch, doz.....	1 80

DRILLS

Bit stock drills, 2-32 in., doz.....	0 67
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ESCUTCHEONS

Canadian, 45 and 10 per cent.	
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ESCUTCHEON PINS

Steel discount 50 per cent.	
Brass, 65 per cent.	

SAVETROUGHS.

8 inch, in 10 foot lengths.....	2 75
10 " " " " " " " " " " " " " " " "	3 00
12 " " " " " " " " " " " " " " " "	3 50
15 " " " " " " " " " " " " " " " "	5 10

Add extra 10c. per 100 on O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railroad and cream cans and taps 45 p.c.	
Creamery trimmings, 75 and 12 1/2 p.c.	

FAUCETS.

Common, cork-lined, 35 per cent.	
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FARRIER KNIVES

Buckworth, 50 p.c.	
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FILES AND RAPS.

	Per cent
Disston's.....	70 and 10
Great Western, American.....	70 and 10
Kearney & Foot, Arcade.....	70 and 10
J. Barton Smith, Eagle.....	70 and 10
McClellan, Globe.....	70 and 10
Black Diamond.....	60 and 10
Nicholson.....	62 1/2
Jowett's (English list).....	27 1/2

FORGES

Blacksmiths portable, 135 lbs.....	9 85
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GALVANIZED WARE

Dufferin pattern pails, 50 per cent.	
Flaring Pattern, 50 per cent.	
Galvanized washtubs, 45 per cent.	

HAMMERS.

Tack, iron, doz.....	0 35
Ladies claw, handled, doz.....	0 60
Adze eye nail hammer, 10oz, doz.....	1 25
" " hickory handle, 1 lb., doz.....	6 25
" " straight claw, 1 lb., doz.....	7 00
Farmers hammers, 10 oz., doz.....	5 60
Tinners setting, 1 lb., doz.....	4 80
Machinists, 1/2 lb., doz.....	3 20

HARVEST TOOLS.

50 and 5 per cent.	
Sidewalk and stable scrapers, net	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	

HAIR TIES

Jute Rope, 1/2 inch.....per gross.....	9 00
" " " " " " " " " " " " " " " "	10 30
" " " " " " " " " " " " " " " "	12 00
Leather, 1-inch.....per doz.....	4 00
Leather, 1 1/2 "....." " " " " " " " " " " " " " " " "	5 20
Web....." " " " " " " " " " " " " " " "	3 45

HINGES.

Blind, discount 60 per cent.	
Heavy T and strap, 4-in 100 lb. net.....	7 25
" " " " " " " " " " " " " " " "	7 00
" " " " " " " " " " " " " " " "	6 75
" " " " " " " " " " " " " " " "	6 50
" " " " " " " " " " " " " " " "	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge—	
under 1/2 n.....per 100 lb.....	4 50
over 1/2 n....." " " " " " " " " " " " " " " "	3 50
Orate hinges and back flaps, 65 and 5 p.c.	
Chest hinges and hinge hasps, 65 p.c.	

HINGES (SPRING)

Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$8.40; No. 50, \$17.58; No. 51, \$7.76; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	
Chicago hold back screen door, iron, gro. \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface floor (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

HOOKS

Wrought iron hooks and staples—	
1/2 x 5.....per gross.....	2 25
5-16 x 5....." " " " " " " " " " " " " " " "	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes 60 and 20 p.c.	
Oreocent bar and coat wire, 60 per cent.	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, \$2.80 per box base No. 9 and larger.	
Capewell brand, quotations on application.	

HORSESHOES.

M.R.M. & 'Bell' brands iron, light & medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern, No. 1 and smaller, \$4.00; No. 2 and larger, \$3.75; "X.L." new light steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special countersunk steel, No. 0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00. F.o.b. Montreal and Belleville. Extras for packing.	
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Toecalks Standard, J.P. & Co. "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4pc. per lb.	
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ICE CREAM FREEZERS.

White Mountain, 50 p.c.	
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KNIVES.

Hay knives, net list.	
Clausa, 50 and 25 per cent.	

KITCHEN ENAMELED WARE.

White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 p.c.	
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 35 per cent.	
Hollow ware, tinned cast, 50 per cent. off.	
Enamelled street signs, 40 p.c.	

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.	
Can openers, per doz.....	0 40
Mincing knives per doz.....	0 50
Potato mashers, wire, per doz.....	0 60
" " wood " " " " " " " " " " " " " " " "	0 70
Vegetable slicers, per doz.....	2 25
Universal meat chopper No. 1.....	1 15
Enterprise chopper, each.....	1 30
Spiders and fry pans, 50 and 5 p.c.	
Star A1 chopper 5 to 32.....	1 35
" " " " " " " " " " " " " " " "	4 10
Kitchen hooks, bright.....	0 60
Toasters, 60 p.c.	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c.	
Extension ladders, 15c. per foot up.	

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast.....per doz.....	6 75
Lift Tubular and Hinge Plain....." " " " " "	5 00
Japanning, 50c. per dozen extra.	
Prism globes, per dozen, \$1.20	
Lamp wick, 50 per cent.	

LAWN HOSE

Competition grade lawn hose, 70 and 5.	
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LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.25; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10 1/2 in. wheel, 4 knives, 12 in., \$8.50; 10 1/2 in. wheel, 4 knives, 12 in., ball bearing, \$10.00. 50 per cent. f.o.b. Guelph.	
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in., \$2.75; do. 4 knives, \$2.85; 9 in. wheel, 3 knives, 12 in. sizes, \$3.50; do. 4 knives, \$3.50; 10 1/2 in. wheel, 4 knives, 12 in. sizes, \$4; ball bearing, \$4.85.	

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.	
LUMBERMEN'S SUPPLIES	
Cant hooks, dozen, from.....	12 00
Axes, dozen, from.....	6 50
Axe handles, dozen, from.....	1 15
Cross cut saws, per foot.....	0 25
Axe wedges, dozen.....	0 25
Ball and heel calks.....	4 00

MALLETS.

Tinmithers', 2 1/2 x 5 1/2 in., per doz.....	1 25
Carpenters', round hickory, 6 in., per doz.....	1 95
Lignum Vitae, round, 5 inch, per doz.....	2 40
Caulking, No. 8, oak, per doz.....	15 00

MATS

Wire door mats, standard, 16x24, doz.....	9 00
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METAL POLISH.

Tandem metal polish paste.....	6 00
Axoline brass cleaner, 100 in package.....	6 50

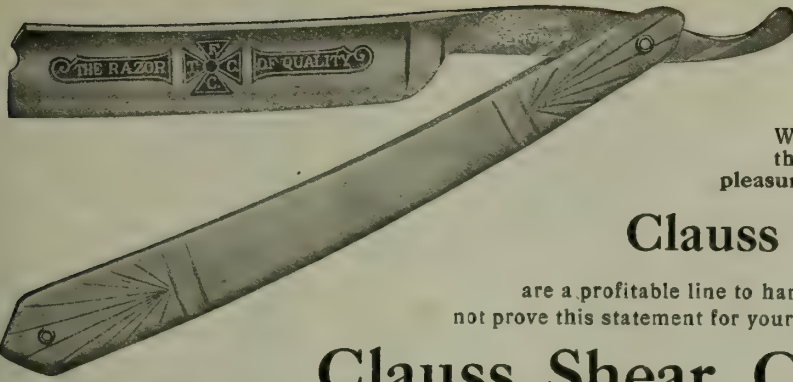
MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, \$6 dozen	
Picks, 6 to 7 lb., 4.65 doz.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 1 1/2 cents per lb.	
Drilling hammers, 6 cents per lb.	
Crowbars, 33 cents per lb.	

MOPS AND IRONING BOARDS.

Mops, per doz.....	1 20
Folding ironing boards.....	16 35

NAILS



"The Razor of Quality"

We can call our Razors by no name which describes them more aptly than this. They make shaving a pleasure and give absolute and perfect satisfaction.

Clauss Razors and Shears

are a profitable line to handle because they invariably give satisfaction. Why not prove this statement for yourselves? Send for our catalogue.

Clauss Shear Company

169 Spadina Ave.,
TORONTO

FIXED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
5, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pits, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's King Cutter	7 50
Henckels	7 50
Clauss automatic safety	27 00
Clauss perfect stropper	16 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manila rope	0 10½
"British" Manila	0 04½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08½
"double	0 08½
Sisal bed cord, 48 feet, per doz.	0 65
"60 feet	0 80
"72 feet	0 95
Cotton clothes line, 27½ off.	0 27
Bag, Russian twine, per lb.	0 36
Wrapping, cotton, 3-ply twine	0 30
"4-ply twine	0 35
Mattress twine per lb.	0 35
Staging	0 27

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULERS.

Boxwood, No. 68, 2 foot, doz. 1 15
Vory, No. 1282, 2 foot, each. 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 75
No. 50, nickel-plated, " 0 80
handles, japanned, per gross 8 40
Common, plain, 4 25
plated 5 50
Asbestos, per set. 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb. 2 20
Solid, 3 to 30 lbs. 1 40

SASH CORD.

No. 8, per lb. 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Dieston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 23½ inches	1 60
Perfection window screens, 14x15, open 23½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelleu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00
North Bros., No. 30	per doz.	16 80	

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Baker, hockey 30c. upwards; spring, Empire hockey sticks, \$3 00, \$3.50.
Micmac and Rex sticks, \$4.00, \$6.00.
Fucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;
No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Dieston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. \$2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Returned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washta	per lb.	0 25	0 37
Hindustan	"	0 08	0 10
" slip	"	0 18	0 30
" Axe	"	0 10	0 10
Deer Creek	"	0 10	0 10
Deerlock	"	0 25	0 15
" Axe	"	0 15	0 15
Lily white	"	0 42	0 10
Arkansas	"	1 50	0 10
Water of Apr	"	5 50	0 10
Sythe, 40 to 200 lb., per gross	30 00	22 00	
Grind, 40 to 200 lb., per ton	24 00	28 00	
under 40 lb.			
900 lb. and over			

TACKS, BRADS, ETC.

Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimp, blue, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch poi shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
steel, No. 264, 66 ft., each	3 70
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 85
Steel, No. 1840, 50 feet	4 20

TROWELS

Dieston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMING

Discount, 45 per cent.
Plain and returned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE) Doz

Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VICES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs.	3 55	
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

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Round, re-acting per doz.	73 75
Square	77 50
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New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Turkian Motor	165 00
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Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	173 50

20 per cent.

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Royal Canadian, 11 in., doz.	48 25
Improved Royal Canadian, 11 in.	48 75
Eze, 10 in., per doz	47 25
Ricycle, 11 inch	8 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 in.	49 75
Ottawa, 3 year, 11 in.	56 00
Favorite 5 year, 11 in.	7 10

20 per cent.

WHEELBARROWS

Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

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Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 35
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

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Canadian, 50 per cent.

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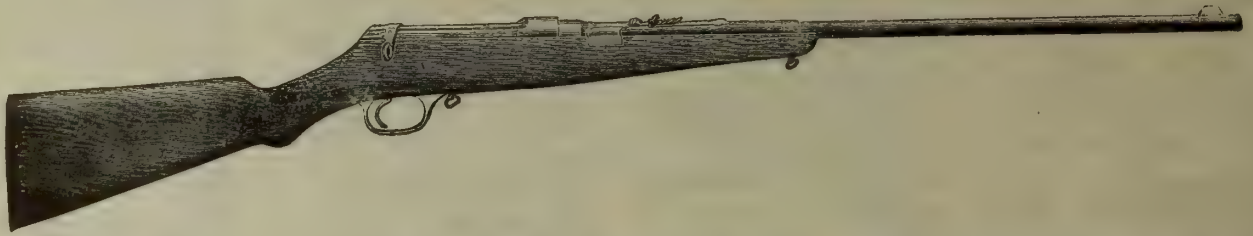
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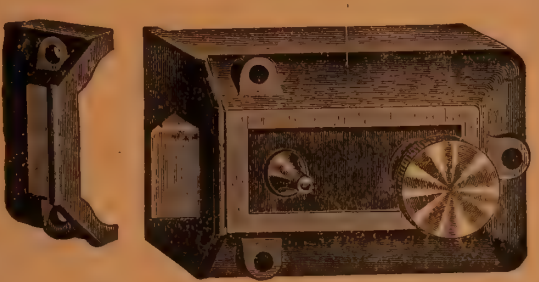
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381-383 St. Paul Street, :: MONTREAL, P.Q.



DELTA FILE WORKS
CARVER FILE CO.
PHILADELPHIA, PA.

An Independent organization not connected with the
trust in any form, shape or manner.



The Highest Grade File Made
The File You Will Eventually Buy

**BE FILE Particular
AND USE**

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used ; Highest Grade of Skilled
Labor Employed ; Consequently, Longer Life and Greater
Efficiency, and Economy to the User.

CARVER FILE COMPANY **DELTA FILE WORKS** Philadelphia,
Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY
FORM, SHAPE OR MANNER

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED, PUBLISHERS.

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VOL. XXII.

PUBLICATION OFFICE: TORONTO, APRIL 30, 1910

NO. 18

BUTCHERS' KNIVES
JOHN WILSON'S
 CELEBRATED
 "PEPPERCORN AND DIAMOND"
 BRAND CUTLERY.
 TRADE MARK
 BUTCHERS' STEELS

Canadian Agent: DORRIS BROS. & CO., MONTREAL

S.S. "TURCOMAN"

BRINGS TO CANADA

1,600 tons Lysaght's
GALVANIZED IRON

Are you selling your share?

John Lysaght, Limited
 Makers
 Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd
 Montreal
 Managers Canadian Branch



"Empress" Ball-Bearing Mower

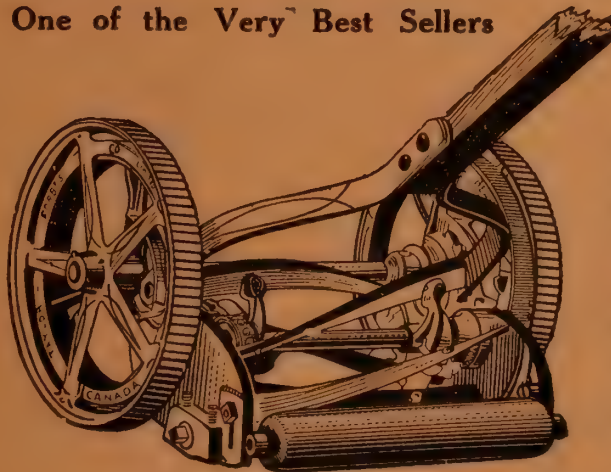
One of the Very Best Sellers

Open Cylinder

The workmanship and quality of materials used are the very best in every respect.

We guarantee every machine made, and we have a large assortment of styles to suit all requirements.

Many Other Exclusive
 Features.



10 1/2 in. Wheels

All the wheels on our machines are three times the weight of any imported machine.

All our mowers are made with loose half boxes, so that they can be quickly and easily adjusted.

Our Catalogue Awaits Your
 Asking.

Taylor-Forbes Co., Limited

Largest Manufacturers of Lawn Mowers in Canada

HEAD OFFICE AND WORKS

Guelph

Ontario

TAYLOR-FORBES CO., Limited, 122 Craig St. West, MONTREAL

H. G. ROGERS, 59 1/2 Dock St., ST. JOHN, N.B.

W. A. MACLENNAN, VANCOUVER, B.C.

J. B. H. RICKABY, VICTORIA, B.C.

HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.

CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

SET THE STANDARD
FOR TWENTY YEARS

The
MURALO COMPANY

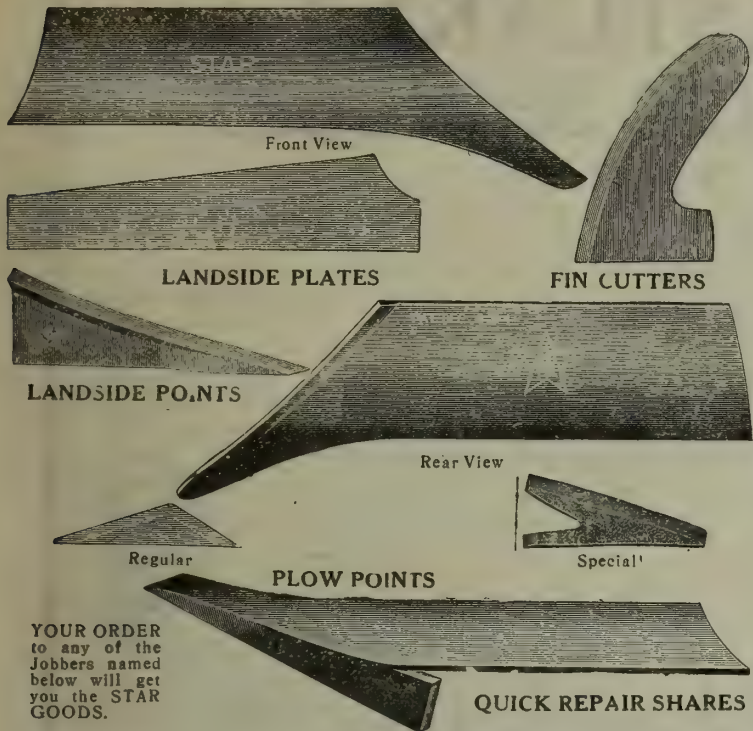
*The largest
manufacturers
of kalsomines
and water paints
in the World.*

Thirty Million Pounds Sold
— Annually. —

THE MURALO COMPANY

— New York & Chicago —
The Home of Kalsomine.

SHAPES — For Blacksmiths' Plow-Repairing



YOUR ORDER to any of the Jobbers named below will get you the STAR GOODS.

WOOD, VALLANCE, Limited - Winnipeg, M.n.
J. H. ASHDOWN HARDWARE CO. -
MARSHALL WELLS CO. -
MILLER-MORSE HARDWARE CO. -
D ACKLAND & SON -
WILKINSON, KOMPASS & HAWKEY -

HANBURY HARDWARE CO. - Brandon, Man.
PEART BROS. HARDWARE CO. - Regina, Sask.
ROSS BROS. - Edmonton, Alta.
C. KLOEPFER - Guelph, Ont.
JAMES COWAN & CO. - London, Ont.
WILKINSON & KOMPASS - Hamilton, Ont.

WRITE US FOR BOOKLET

STAR MFG. CO., - - - Carpentersville, Ill, U.S.A.

There's a strong demand

in your district for good Hay Fork Handles and your stocks cannot be improved if you are selling

STILL'S Hay Fork Handles

Made of the best Northern White Ash

They are very nicely finished and waxed, and invariably prove a splendid selling line.

WRITE FOR DISCOUNTS

J. H. STILL MFG. CO.
LIMITED
ST. THOMAS - ONTARIO

ICE CREAM FREEZERS THAT SELL

THEY ARE Well Advertised In Demand Easily Sold Satisfactory in Use Of Known Reputation



THEY EXCEL IN
Easy Running
Quick Freezing
Economy
Convenience
Practical Results

THEY ARE SOLD BY LEADING JOBBERS EVERYWHERE

Our line of Freezers comprises the largest variety made in any one factory. They embody all that is best and of intrinsic merit in a Freezer. Besides these we make Freezers with Fly Wheels or Pulleys, also Machine Freezers and Ice Breakers.

SEND FOR CATALOGUES

NORTH BROS. MFG. CO., - Philadelphia, Pa., U.S.A.



"EASTLAKE" METALLIC SHINGLES

BEST BY TEST

Make **all** your customers permanent ones—do not experiment; sell them goods that you **know** will give satisfaction—goods that have **proven** themselves.

25 years ago, after months of experimenting and designing by our experts, in deciding on just the right requirements, we began manufacturing "**Eastlake**" Steel Shingles. We have never changed the first design—in fact, time has shown that it could not be improved upon. We can show you roofs that were covered with "**Eastlake**" Shingles the first year and are in perfect condition to-day. Is not this proof that we selected the right design and used the best material—a 25-year actual test proves them the best.

Tell your customers you know "**Eastlake**" Shingles are the most satisfactory in every respect — fireproof, weatherproof, durable and easiest and quickest to lay. You are backed by the oldest and largest sheet metal building material firm in Canada—a firm that has always "**protected the trade.**"

The same high quality material and manufacture has placed our goods in the front rank. **Steel Ceilings and Walls, Siding, Lath, Cornices, Skylights, Ventilators, Finales, Conductor Pipe, Eavetrough, and a complete line of Architectural Metallic Goods.**

Look around you—go after those unsatisfactory roofs; send us measurements for estimates.



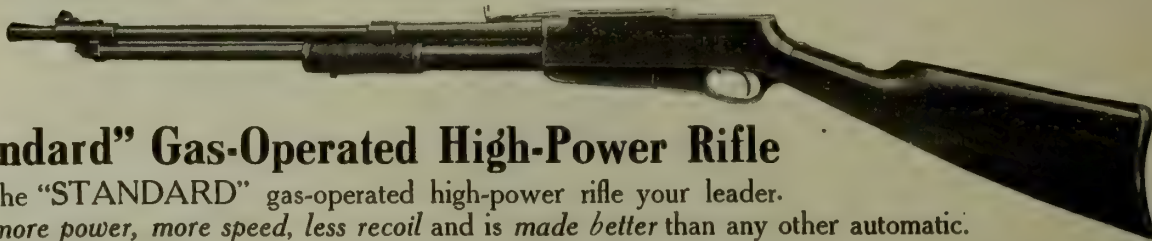
"To my mind AN ACTUAL TEST is much safer than one of those PAPER GUARANTEES that will not hold water."
—The Philosopher of Metal Town.

The **Metallic Roofing Co.** *Limited*
TORONTO & WINNIPEG

1672

MAKING TRADE FOR YOU!

That is what the new "**Standard**" high power rifles are doing. Sportsmen everywhere are disposing of their unreliable recoil-operated automatics and slow-as-molasses old-fashioned lever-action repeaters to buy these wonderful new, modern, up-to-the-minute "**STANDARD**" Rifles.



"Standard" Gas-Operated High-Power Rifle

Make the "**STANDARD**" gas-operated high-power rifle your leader. It has *more power, more speed, less recoil* and is *made better* than any other automatic.

The self-loading principle is entirely different, astonishingly superior. For your next best, the "**STANDARD**" hand-operated, the only high-power rifle having the natural (*trombone*) action. Quicker than any lever or bolt-action repeater.

CUT OUT SENTIMENT AND PLAY SAFE

Our new 24-page booklet "**Big Game Shooting**" will convince you. Explains every detail. Elaborately illustrated. We will send you one postpaid if you will mail us one of your cards and the name of your jobber. Write Now.

The following Canadian jobbers carry stock of "**Standard**" Rifles and can ship promptly:

London—D. H. Howden & Co., Ltd. Montreal—L. H. Hebert; Lewis Bros., Ltd. Toronto—H. S. Howland, Sons & Co. Winnipeg—Miller-Morse Hardware Co.

STANDARD ARMS COMPANY, 119 F St., Wilmington, Del., U.S.A.

BLACK DIAMOND

BLACK DIAMOND

LEEDS, Ont., July 4th, 1909.

MESSRS. LEWIS BROS., Limited

Montreal

Gentlemen:--Please ship me G.T.R. to Lyster Station
three boxes American Guaranteed Scythes, length 38 to
42 inches.

Please ship at once.

Yours truly,

(Sgd.) C. E. OEUROH.

P.S.--Those I got are selling like hot cakes.



The scythes customer refers to here are the celebrated Black Diamond Brand made by the Sibley Scythe Co., Newport, N.H., and without doubt are the best scythes that are made in the world. We have them in all lengths, they are strictly guaranteed and defective ones replaced free of charge.

We have on order a great many letters like the above.

BLACK DIAMOND

BLACK DIAMOND

LEWIS BROS., LIMITED

EXCLUSIVE DISTRIBUTORS OF BLACK DIAMOND SCYTHES

MONTREAL

OTTAWA

TORONTO

VANCOUVER

Something New

“Marsh”

High Speed Twist Drills

The Marsh High Speed Drills have only been on this market for a very short while, but have already made a wide reputation for themselves.

They are manufactured from the highest grade of Sheffield high speed steel and are guaranteed as to material and workmanship.

Place a Sample Order Now.

Every Machine Shop

should be equipped

with these

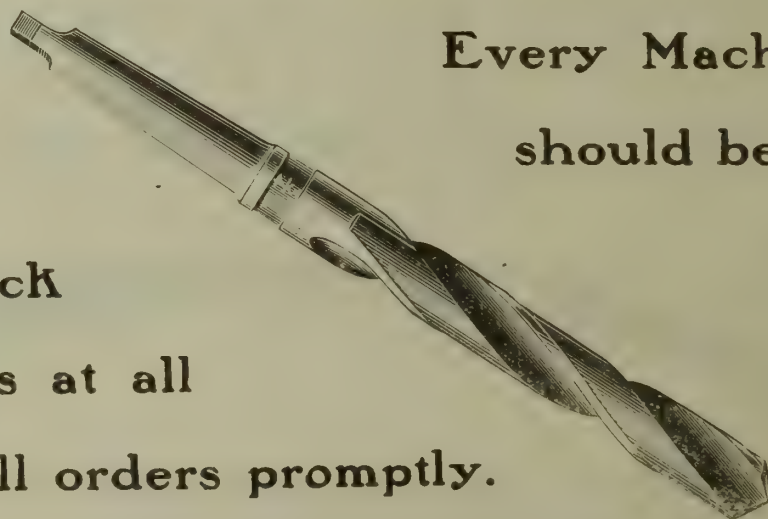
drills.

Our

Large Stock

enables us at all

times to fill orders promptly.



“Marsh” High Speed Twist Drills.

These drills have been tried out by a few of the large manufacturing plants, also all the leading Railroad Shops in Canada and have proven a success.

Be the first in your town to handle these Drills.

WE
SHIP PROMPTLY

Write for Price List.

WE
SHIP PROMPTLY

FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal

: : : : :

Canada



FREEZERS

Our "**GEM FREEZERS**" are as near perfect as experience and brains can make them. Double action motion with Twin Scrapers, mixes cream thoroughly, and Freezes it evenly and quickly. Made up with heavy cans, coated with pure block tin, Southern pine pails with electric welded ever-tight hoops. Sizes in stock:

1, 2, 3, 4, 6, 8, 10 quart.

Our "**BLIZZARD**" is a Single Action Freezer, fitted with heavy cans, coated with pure block tin, in southern pine pails, with ever-tight hoops. Sizes in stock:

1, 2, 3, 4, 6, 8, 10 quart.

CROWN FREEZERS for hand or power:

18, 24 and 32 quart.



STERLING SLICERS for Hotel or Store Use.



Every Up-to-date Grocer needs a Slicing Machine. It draws trade!

You can make \$19.00 to \$20.00 on every No. 90 Slicer you sell to Hotels or Stores.

Our Slicers can be adjusted to cut from 1-50th to 1-2 inch thick. They have automatic feed and

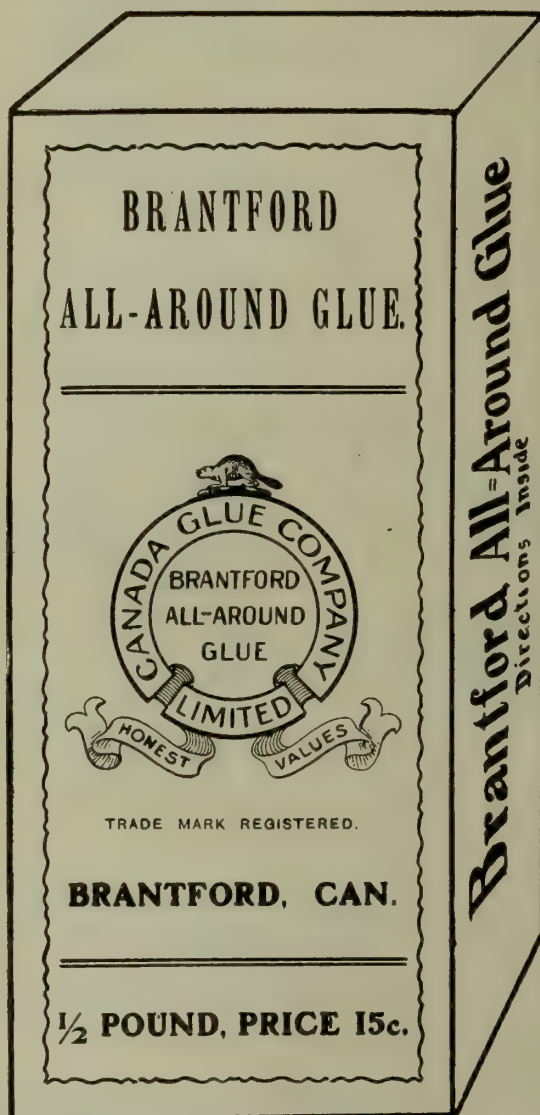
self-sharpening device on blade. Write for particulars and literature.

Caverhill Searmont & Co.

MONTREAL & WINNIPEG

SELL MORE GLUE

By Handling The Best



The Package Idea Applied to GLUE.

Brantford All-Around GLUE

(GRANULATED)

In Sealed Cartons of 1 Pound and $\frac{1}{2}$ Pound, retailing at 25c. and 15c.

Brantford All-Around Glue is strictly what its name implies: Suitable for any purpose. It is GOOD enough for the Cabinet Maker, the Carpenter, the Painter, the Bookbinder, the Householder, in fact, for anyone requiring a GOOD GLUE. Ready for use in a few minutes.

We assume the responsibility of pleasing your customer by standing back of every package with a guarantee of quality.

It is MADE IN CANADA by the

Largest Glue and Gelatine Works under the British Flag.

Sold by all Jobbers. Ask yours.

CANADA GLUE CO., LIMITED

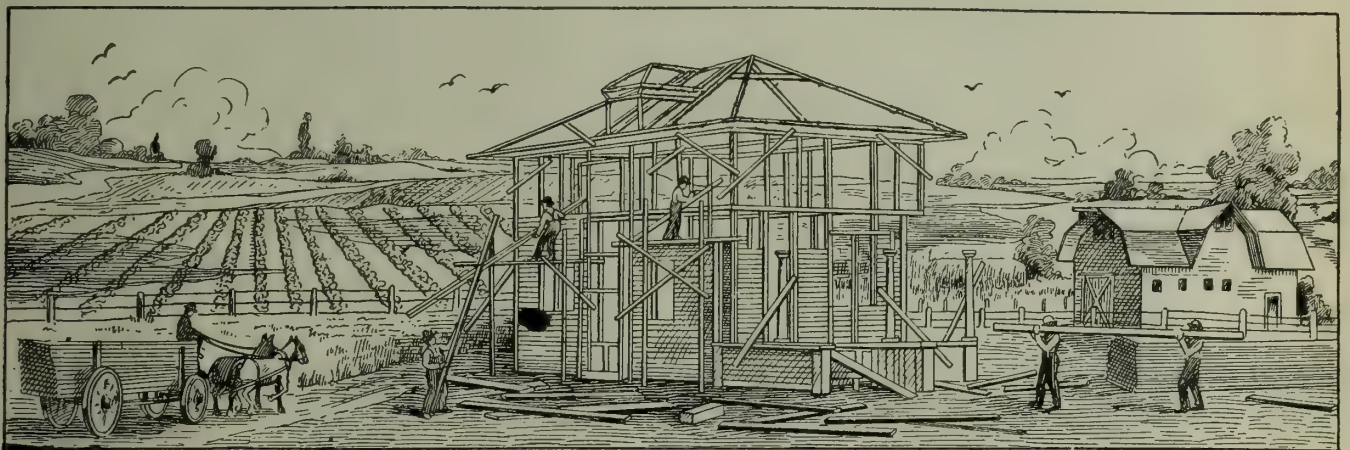
Montreal, 224 Lemoine St.

BRANTFORD, ONTARIO, CANADA

Toronto, 50 Front St. East

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

Building Tools and Hardware



This promises to be the banner year for building operations in Canada and the difficulty at this end is to keep pace with the rush of business for Builders' Hardware generally. We mention this by way of suggestion to customers to anticipate requirements all they possibly can, and not delay orders till the goods are actually needed. This applies to Mechanics' Tools and the one hundred and one incidentals. The early spring has started the building rush much earlier than usual, and many dealers have been caught with insufficient stocks on hand. Graham nails are particularly active and are selling faster than they can be made.

H. S. Howland, Sons & Company, Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

GRAHAM NAILS ARE THE BEST

OUR PRICES ARE RIGHT



CRESCENT
BRAND

BUTTS

**A GOOD LEADER
FOR THE
BUILDERS' HARDWARE
Department.**

Builders to-day are asking for

Crescent Brand Butt Hinges

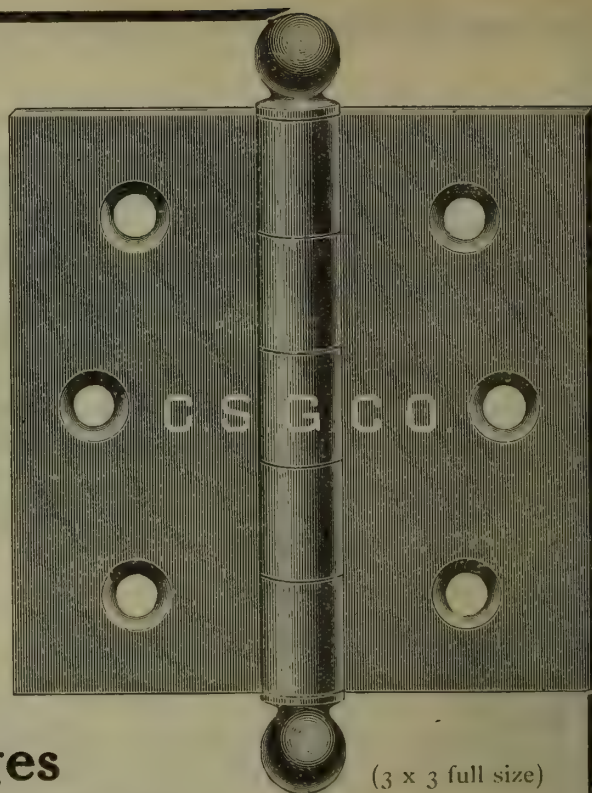
A satisfied customer is the best advertisement

CANADA STEEL GOODS CO., Limited

HAMILTON

Manufacturers

ONTARIO



(3 x 3 full size)

H.A.R.D.W.A.R.E.M.E.N.

Protect your best interests by selling

The Canada Metal Co.'s

Babbitts, Solder, Etc.

These will give the user every satisfaction
and hold your trade, because they are
honestly made.



This Factory behind the Metal

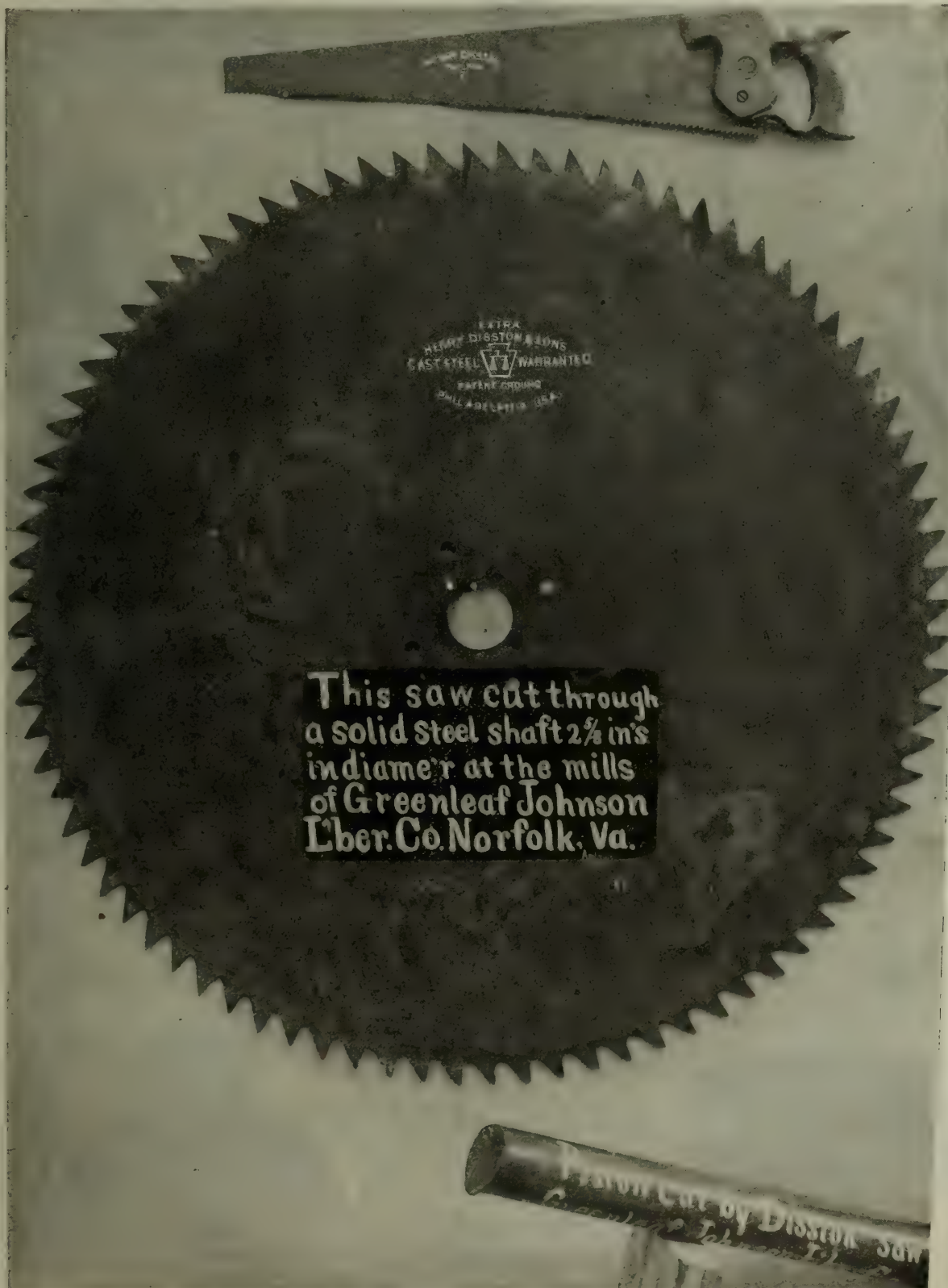
The Canada Metal Co., Ltd.

TORONTO

DISSTON

TWO DISSTON SAWS AND WHAT THEY HAVE DONE

"This No. 7 Hand Saw has been used continuously since 1857. Has sawed hundreds of spikes without material injury to the saw. A better saw never was made." H. L. MUNSON



Please note, however, that each Disston Saw is made for a specific purpose and the Disston guarantee covers that specific purpose only.

A saw made and "fitted" for sawing wood is not adapted for cutting metal, no matter what kind of steel it is made of.

The tooth adapted for soft wood is not suitable for the proper sawing of hardwood nor is the tooth of a blade for sawing soft metals adapted for cutting hard metals.

HENRY DISSTON & SONS, INCORPORATED
KEYSTONE SAW, TOOL, STEEL AND FILE WORKS
PHILADELPHIA, PA.



OUR SHEFFIELD STEEL ADZE

will please every buyer.

It has a cutting edge and a finish that can only be obtained from genuine Sheffield Steel.

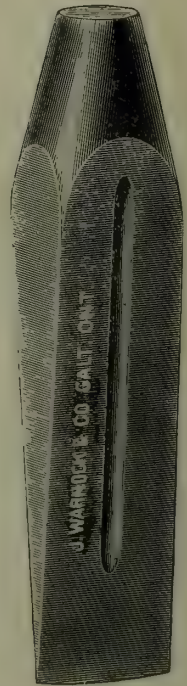
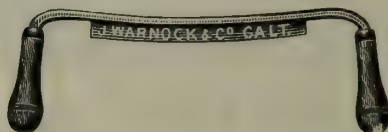
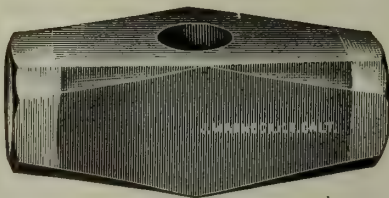
And this is the **only** Canadian firm manufacturing a complete line of genuine Sheffield Steel Edge and Lumbering Tools.

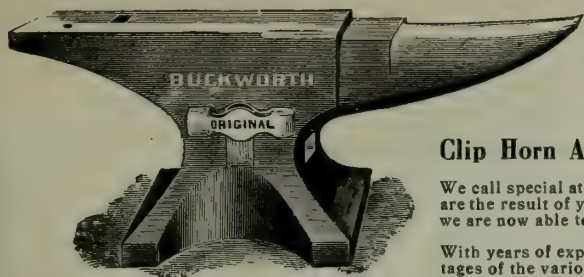
This Line is on Sale by all Jobbers.

Allan Hills Edge Tool Co., Limited

GALT

ONTARIO





BUCKWORTH

Solid Wrought General Blacksmiths' and
Clip Horn Anvils, with Crucible Steel Face : : :

We call special attention to our Farrier's Clip Horn Anvils. These Anvils are the result of years of careful study on our part of the Farrier's wants, and we are now able to present an anvil that is perfection.

With years of experience and careful study of the advantages and disadvantages of the various makes of anvils on the market, we here present an anvil which is as near perfect as it is possible to be. The size of face, length and fullness of horn and depth of drop have all been considered. We defy a better shaped anvil for general blacksmithing. Every genuine **BUCKWORTH** Anvil is made of the best Wrought Iron and faced with the best Crucible Cast Steel, carefully tempered and tested to secure absolute uniformity. The **BUCKWORTH** Anvil is made by the latest improved methods,

Top and bottom are each one solid piece and only one weld at the wa'st. The steel face on these anvils are all put on in one solid piece.

NOTE.—That on every genuine **BUCKWORTH** Anvil is stamped the name **BUCKWORTH** together with the word "original" on a hammer.

Anvils, 40 to 600 lbs. carried in stock.

BUCKWORTH FARRIER KNIVES are superior in Quality and Grinding



Malleable
Handles

Adjustable Blades

Buck
Handles
Secure
Blade

Write **DECATUR, BULL & Co.**

SELLING AGENTS.

MONTREAL, CANADA.

Catalogue

Bell Brand

TRADE



REGISTERED

Horseshoes

MARK

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	-	BELLEVILLE
Toronto Bolt and Forging Company, Limited	- -	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited	- - -	GANANOQUE
Brantford Screw Company, Limited	- - -	BRANTFORD

Head Office

TORONTO, ONTARIO



PULL TOGETHER!

*A
Little
Talk
On
Co-
operation
That
Means
Business*

YOU have heard of co-operation plans before. *But*—has the Gurney-Oxford co-operation plan ever been equalled or approached as a puller in your experience in the stove trade? This is co-operation that is tangible. Co-operation that many of our dealers are getting the benefit of in every day's business—seeing the actual proof upon the books. Co-operation that is systematically planned to corral business and turn the tide towards your store.

Have you seen the natural gas ads. running in the natural gas towns? That is one portion of the plan. Note the dealer's name on the bottom. Read over one of the ads. and see if they are not "pullers." Investigate and see if it wouldn't be to *your* benefit to have your signature at the foot of just such ads. We are ready to co-operate with you. Let's hear from you.

SEND
FOR
OUR
DEALER'S
FOLDER.

THE GURNEY FOUNDRY CO., LIMITED

TORONTO

Montreal, Hamilton, Winnipeg, Calgary, Vancouver

IT WILL PAY YOU
TO GET IN
TOUCH WITH US.



No. 240

HAMILTON JEWEL GAS RANGES

For Natural or Manufactured Gas

Our Latest Model. A Real Advance in Gas Range Construction.

The No. 240 Gas Range has **Raised Side Oven and Broiler.** Also **Steel Side and Under Shelf.**

The Main Top is $43 \times 22\frac{1}{4}$ inches, and has six cooking holes.

Size of Oven $18 \times 16\frac{1}{2} \times 11$ inches. Size of Broiler $16\frac{1}{2} \times 16 \times 6$ inches.

Fitted with Grave's Patent Lighter for lighting Oven Burners.

Write for our new 76-page Illustrated Gas Catalogue, showing the largest line of Gas Goods made in Canada.

The Burrow, Stewart & Milne Co.
LIMITED
HAMILTON, - - - ONTARIO

The "McClary" Gas Range

42 Styles and Sizes

We are now shipping large quantities and can fill orders promptly.

Among the new features will be found the Alluminized Oven Racks and Linings which are all removable for washing.

The Drip Trays and Broiler Pans are all white enamelled and the Broiler Racks are blue enamelled



Style D. Nos. 56 and 58.

All ranges can be fitted with two-burner extension Hot Water Heater or Reservoir and for either natural or artificial gas.

To-day is the time to order.

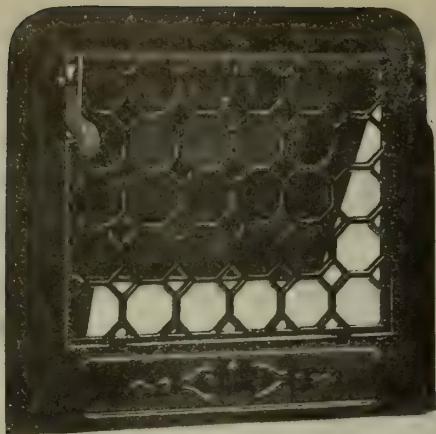
McCLARY'S

London
Montreal

Toronto
Winnipeg

Vancouver
Hamilton

St. John, N.B.
Calgary



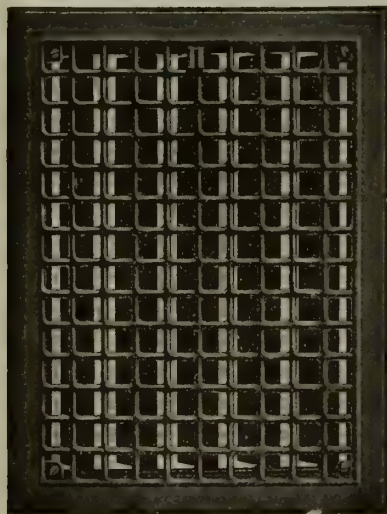
The Empire Special Convex Reversible Wafer

This is something entirely new that has made a great hit with the building trades. It is convenient, handsome, well-finished and a seller from the word "go."

Now is the time, push this line—and it will certainly pay you to do so. Write us for full particulars and prices.

Canadian Heating and Ventilating Co., Limited
Owen Sound - Ontario

Distributing Agencies { Canada Stove and Furniture Co., Montreal
Christie Bros. Co., Ltd., cor. Henry and Park Sts., Winnipeg
M. C. Drew & Son, Vancouver, B.C.



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.
Montreal, Toronto, Winnipeg, Vancouver and Calgary



The Bull's Eye of Perfection

REGISTERS, FACES, BORDERS

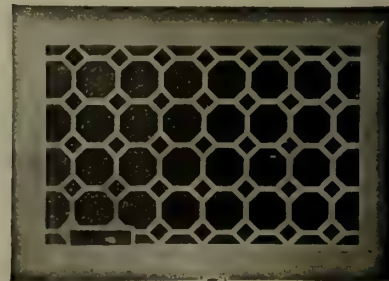
"Made in Canada" Our new plant
is in full working order making
all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company
Bridgeburg - - - Ontario

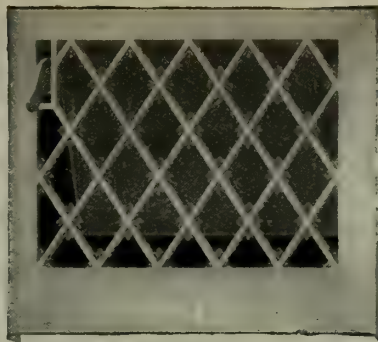


The Moorish Sidewall Register.



The New Convex Reversible Wafer

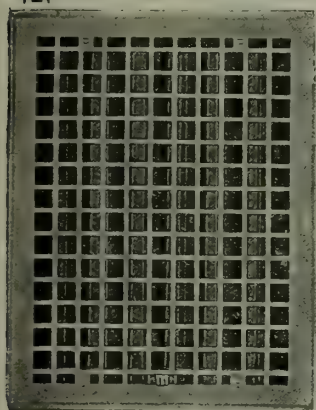
Are You Handling



IMPERIAL

"T & B" Registers, Ventilators and Grilles?

They are very widely known because of their artistic design, excellence of finish, and quality of materials, and their price is no greater than other makes. Leading architects specify "T and B" or equal make, a sure proof of the merit of "T and B" goods.

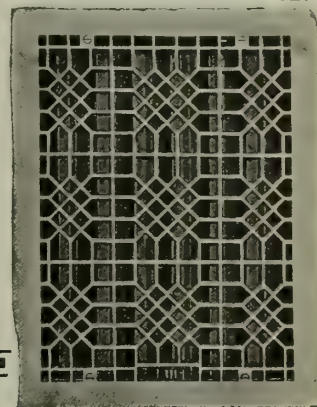


WROUGHT STEEL

*It pays to handle Quality Goods!
Send for illustrated catalogue.*

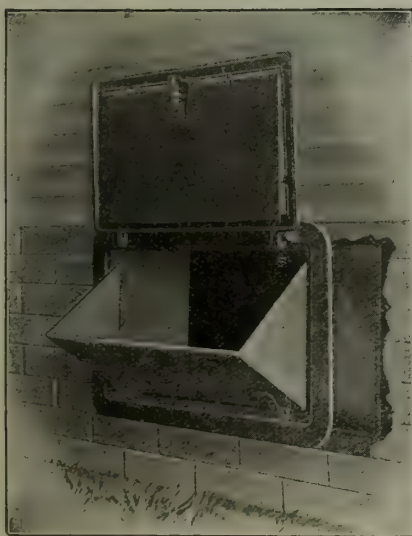
TUTTLE & BAILEY MFG. CO. OF CANADA, LIMITED

BRIDGEBURG, - - - ONTARIO, Can



SEMI-STEEL, IND. LAT

THE MODEL COAL CHUTE



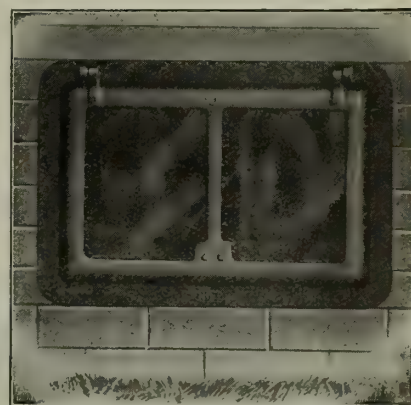
"Model" Coal Chute, open

This is a new arrangement which serves the purpose of a Coal and Wood Chute and a window at the same time.

As a Coal Chute it is the neatest and best equipment that can be placed in the basement wall of any residence to avoid the trouble of broken windows, demolished window frames and disfigured walls, every time you have fuel put into your cellar. The frames and doors are made of heavy iron and the body and hopper are made of heavy steel. The hopper is removable, and when extra large pieces of wood or coal are to be put into the cellar this can be removed.

When the door is opened it locks itself, and thereby protects the wall above the chute when putting in fuel. When the door is closed it locks itself, and is positively burglar proof.

As a window it is fitted with a composition called rubber glass which is unbreakable, and will not obstruct the light from entering into the cellar.



"Model" Coal Chute, closed

The Down Draft Furnace Co., Limited

GALT, ONTARIO, CANADA

Write for Descriptive Booklet

Representatives Wanted Everywhere

GARBAGE CANS

with Galvanized Steel Bodies and Seamless Covers

(Will stand any amount of rough handling.)



Two sizes with
WOOD SLATS

Nos. - 400 500
Inches 17 x 25½ 18 x 26

Three sizes without Wood Slats.

Nos. - 30 40 50
Inches 14 x 21 17 x 25½ 18 x 26



CORRUGATED
one size only

No. 4000
Inches 17 x 25½

(Top and bottom hoops
japanned red.)



REGULATION
one size only

No. 4.
Inches 14½ x 20¾

With six wood side-protectors.



KITCHEN CANS
three sizes

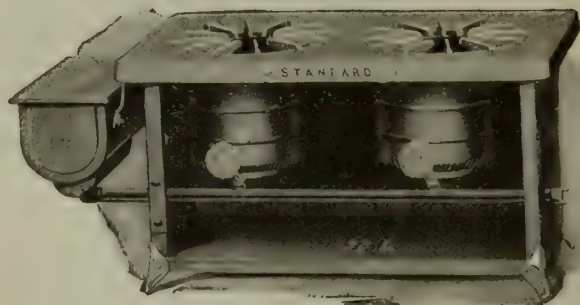
Nos. 1 2 3
Inches 12½ x 13½, 14 x 15, 15 x 17

Each complete with Bail
and Cover.

These cans are all heavily galvanized after all parts are assembled. This is a very important feature, as it prevents rust and corrosion from eating out the bottoms.

We can also supply the celebrated "ARROW" Garbage Cans in two sizes, No. 1, 15 x 24; No. 2, 17 x 24. Descriptive circular and prices on application.

Standard Wickless Blue Flame Oil Cook Stoves



Absolutely the cleanest, safest and most easily operated stoves on the market to-day.

LIGHTS LIKE GAS

simply turn on the oil and apply the match.
Three sizes 1, 2 or 3 burner.

Catalogue showing full line mailed on request.

The Thos. Davidson Mfg. Co., Limited
MONTREAL and WINNIPEG

HUMIDITY and HUMANITY and the "GOOD CHEER" CIRCLE WATERPAN FURNACE

(Patented in Canada and the United States)



Healthful
Comfortable
Furnace Heat
is not
Possible
Without
Sufficient
Humidity

The Circle Waterpan marks the greatest improvement so far made in Warm Air Furnaces, for it effectually disposes of that hitherto sole objection to them—**THAT DRY, BLISTERING HEAT SO COMMON TO THEM ALL.**

The ordinary waterpan might as well be left out, for all the good it does, and anyway it is generally neglected, for no one can feel any benefit by its use, but they'll quickly miss that soft, balmy, humid atmosphere should filling the Circle Waterpan be overlooked.

This new and exclusive feature of the "GOOD CHEER" is the greatest furnace selling and talking point extant. You can't but enthuse over it—and you know what that means to salesmanship.

THE AGENCY FOR YOUR TOWN MAY YET BE OPEN. WRITE US.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

Western Branch:—156 Lombard Street, Winnipeg, Man.

**DISTRIBUTING AGENCIES:—McLennan, McFeely & Co.,
Vancouver. B. C.**

**Wood, Vallance Hardware Co.,
Nelson, B.C.**

**Ross Bros., Limited
Edmonton, Alta.**

CALORIFIC WARM AIR FURNACES



Q Be sure and see these before you buy elsewhere. These furnaces will save money for you. We install them for you if you wish. We guarantee them absolutely to suit you. Write the guarantee yourself if you wish and have us sign it. Pay when you are satisfied. What more can we do?



Record Foundry & Machine Company

Foundries at MONTREAL, QUE., and MONCTON, N.B.

Sales Agencies: Moncton, Montreal, Toronto, Winnipeg, Calgary and Vancouver

PRESTON SAFE-LOCK SHINGLES

PASS BRITISH GOVERNMENT'S ACID TEST

PRESTON Safe-Lock Shingles are made and galvanized so as to pass the British Government's Acid Test.

This Acid Test is more severe on the galvanizing than twenty years of Canadian weather. Yet PRESTON Safe-Lock Shingles easily pass this test.

PRESTON Safe-Lock Shingles are by far the best roofing investment on the market. You will find it will pay you well to concentrate your selling efforts on them.



Certainly, prepared roofing is a mighty poor roofing material in comparison with PRESTON Safe-Lock Shingles. The more you compare PRESTON Safe-Lock Shingles with other roofing materials the better you'll like PRESTON Shingles.

There is a good profit for you in selling PRESTON Safe-Lock Shingles. It is a paying line to push.

Just Write Us for Prices, Terms, etc.

METAL SHINGLE AND SIDING CO., Limited

Branch Office and Factory, Montreal, P.Q.

PRESTON, ONTARIO

Here you are, Gentlemen

ATKINS

Sterling

SAWS

The Finest Manufacturers' Brand

Made for the best mechanics who are willing to pay a fair price for the best tools.



We Help You to Sell

Send your order to your jobber. If he won't supply you, then write to us.

E. C. Atkins & Co., Inc.

Makers of Sterling Saws

Hamilton

Ontario

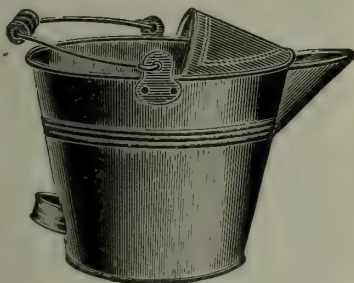
PAILS!

PAILS!!

PAILS!!!

Dairy and Milk

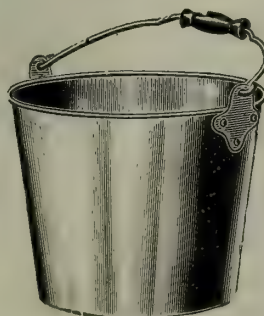
Below you will find three styles of our many varieties of pails. The Strainer Pail is made in three styles, two sizes each. The Dairy Pail is made in several styles and sizes. The Flaring Pail is also made in several styles and sizes.



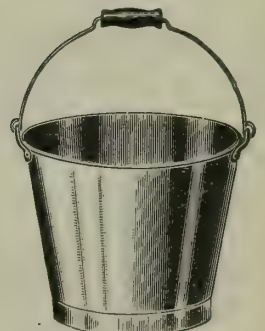
Strainer Pail, spout on side.

All kinds of Dairy Pails

We need not eulogise on these—they are the standard of the market.



Dairy Pail, seamless, retinned



IXX Flaring Pail

Dairy Pails with rimmed or
Samson bottoms

Now is the time to order. Let us know your requirements.

London
Montreal

Toronto
Winnipeg

McCLARY'S

Vancouver
Hamilton

St. John
Calgary

METALS

Antimony, Copper,
Lead, Tin, Zinc

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.

LAPORTE, MARTIN & CO.
Wholesale Grocers.

Montreal, June 3rd, 1903.

J. W. HARRIS Mfg. Co., Ltd.,
Montreal

GENTLEMEN:

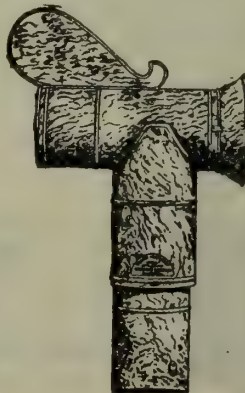
We are pleased to say that your "Zephyr" Ventilator which you put on the chimney of our establishment is giving us the greatest satisfaction.

As many others last winter, we had to run our furnace with different qualities of coal, and on account of your apparatus we did not have to suffer from smoke or other defects from the chimney.

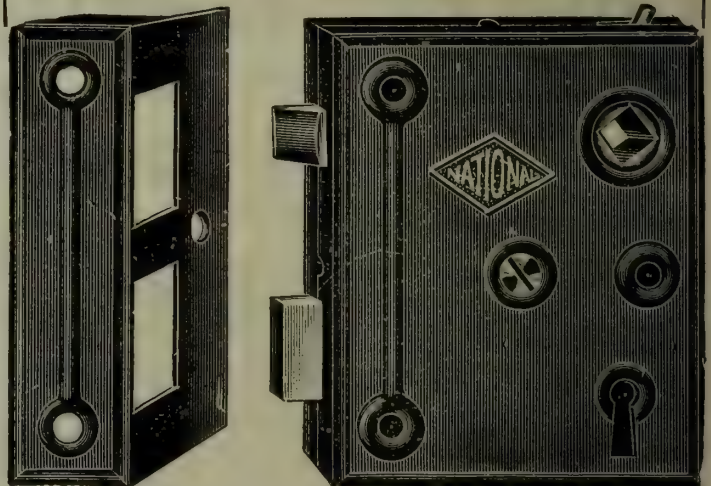
Yours truly,
LAPORTE, MARTIN & COMPANY,
568 St. Paul St.

Made by

The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal



When stocking up with



STEEL RIM LOCKS

insist on having the

National Brand

No others are quite as good.

Made in Canada

NATIONAL HARDWARE CO., Limited

ORILLIA

ONTARIO

CANADA

Building Papers FOR ALL PURPOSES

We can give you the best possible value in
Tarred Felt
Roofing Papers
3-Ply Ready Roofing
Coal Tar and Roofing Pitch
P. & B. Cold Storage
Insulating Papers

WRITE US FOR QUOTATIONS ON THESE GOODS.

We want you on our list of customers, if you are not already there.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

Oakey's

The original and only Genuine
Preparation for Cleaning Out-
letting. 6d. and 1s. Cansisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

William Bayliss

Limited
BIRMINGHAM, ENGLAND

Solid Drawn Brass Cased Tube
Stair Rods and Brass Cased Rodding

Seamless Steel Tube
(Round, Square and Flat)
Brazen Iron Tubes
(Round and Square)
Square Brass Tubes
and Brass Mouldings

For
Bedstead
Trade

Agent for Canada:

ALEXANDER GIBB

13 St. John St.

MONTREAL

Turn Your Accounts into Cash

Our Collection System can get the
money—that's its big recommendation.

If we don't collect we make no charge.

We make a specialty of getting collateral
security.

Write for circular, rates and methods.

References from best dealers and Bank
of Hamilton, Winnipeg.

Commercial Union Association

145 Atkins Bldg., McDermott and Albert Sts.

WINNIPEG, MAN.

Service

Est. 1903

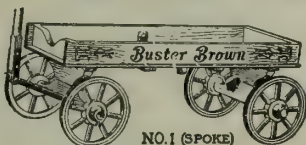
Satisfaction

Attention!

Here's the line of splendid sellers.



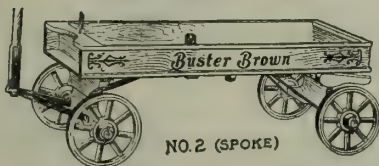
NO. 1 (SOLID)



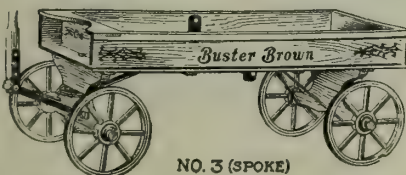
NO. 1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO. 2 (SPOKE)



NO. 3 (SPOKE)

Are you handling the

Buster Brown

Children's Express Wagons?

They are beautifully made, painted,
strong and easy-running. Handy
around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.

WOODSTOCK, ONT.

Western Representatives:

JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

THE WHITE MOP WRINGER COMPANY

offers the Largest Line of Mop
Wringers in the World. Latest
improvements. Up-to-date.
Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to oper-
ate, wrings driest, and is the
most durable on the mar-
ket. Adapted to sheet iron
or wooden pails. Free dis-
play rack. Liberal discounts.
Write to-day for catalogue.

MADE IN CANADA

**WHITE MOP
WRINGER CO.**

Fultonville, N.Y.

Manufacturers
of Mop
Wringers
exclusively



This
Trade Mark
Insures
Genuineness
Originality
Perfection
Satisfaction



DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CARBON COPIES.

F. N. BURT COMPANY, Limited
TORONTO

Counter Check Books

"GET THE BEST"

CLIPPERS.

PRIEST'S CLIPPERS
THAT'S
SUFFICIENT.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webush & Hilger, Limited, special New York
Representatives. 106-110 Lafayette Street

EMERY WHEELS.



**Canadian
Hart Wheels**
442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FILTERS.

Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
"Perfection" Fire Extinguishers
There's good money in them for hardware dealers.
Write for Prices.
The Anti-Splash Filter Co.
OWEN SOUND - - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind.
Has many working advantages over the ordinary spring,
and has twice the wear. In use throughout Great Britain
and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - - - Birmingham

Are you interested in any of the
lines that are advertised?
A Post Card will bring you price
list and full information.
Don't forget to mention Hard-
ware and Metal.

GLASS CUTTERS.



Barrett's Standard Glass Cutters
in 22 different styles.
Order from your jobber or write direct.
W. L. Barrett, Mfr., Bristol, Conn.

MALLEABLE IRON.

Malleable Iron Castings
Carriage and Agricultural Castings,
Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

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CLARE, LITTLE & CO.
WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufac-
turers' Agents. Cars Distributed. Warehoused
and Forwarded. Warehouse on Trans-
fer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

Birkmyre's Waterproof Horse Covers
SOLE MANUFACTURERS
The Gourock Ropework Export Co., Limited
(of Scotland)
Montreal. 28-30 St. Peter St.
Winnipeg; 132-134 Portage Ave., East

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal
Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented.

J. M. KAINS & CO.
MANUFACTURERS' AGENT
83 Pender Street W., VANCOUVER, B.C.
Open to represent a first-class Hardware
Specialty. Highest References.

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Manufacturers' Agents
Building Supplies and Building Hardware
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We have competent Salesmen.
Best Facilities for Distributing and Storing
M. B. ANTHONY & CO.
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Correspondence solicited.

THOMPSON & GUNN
333 Gore Avenue, VANCOUVER, B.C.
Famous "RELIANCE" Hot Water BOILERS
and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES
Cooking and Heating Stoves
WRITE FOR PRICES

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Hardware, Hardware Specialties
Housefurnishings Woodenware, Etc.
Car Shipments a Specialty
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347 Pender St. W. - VANCOUVER, B.C.

METAL PRODUCTS.

Established 1880
NEITHER FICTITIOUS NOR EXORBITANT
ORDER AND USE
LANGWELL'S BABBITT
GEORGE LANGWELL & SON, Makers, MONTREAL

NAILS.

JAMES PENDER & CO., Ltd.
ST. JOHN, N.B.
Manufacturers of
Coated Wire or Nails, "ACME" Galvan-
ized Wire Nails, also "TANDARD" Toe } Best in
Calks—Blunt and harp } Canada
Horse Nails, Etc.

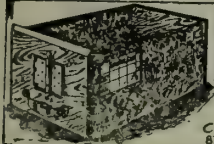
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoes and Overshoe Buckles, Felloe Plates.

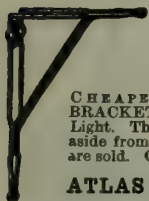
SHELF BOXES.

Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the **BENNETT STEEL HARDWARE SHELF BOX**. Saves 20% Shelf Room over wooden boxes. Write for Catalogue and Price List. **CAMERON and CAMPBELL** 83 Richmond St. W. Toronto.

SHELF BRACKETS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN



Hardwaremen, sell your Cheese Factory a set of our patent Ste-l-tinned followers, they take the place of the dirty wooden followers. Ours are more sanitary, will not warp and will wear out a dozen of the wooden kind.

JAMES & REID
Sole Owners & Manufacturers
Perth, Ontario

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HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits, vegetables, disinfectants. SEND FOR CATALOGUE AND PRICE LIST **COLLINS MFG. CO. TORONTO**

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COVERT MFG. CO., TROY, N.Y.



No. 70 Polo
The Steel Spring Snap that has a "soap."



No. 400 King
The Snap without a peer.

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right. We will be pleased to quote you.

Our New Phone No. Main 7530

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

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Armstrong Bros. Tool Co.
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CHICAGO, U.S.A.

ARMSTRONG CUTTING-OFF TOOLS are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalog



VENTILATORS.



Ventilators and chimney Cowlings. My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

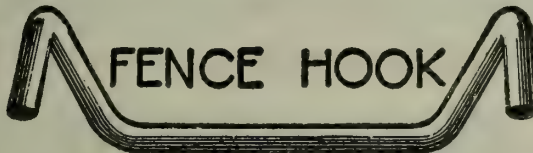
Buy your **WIRE GOODS** from **CANADIAN SALES & MFG. CO**
Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL

Are Your Goods on The Market?

They may be first-class. Do the people know that they are? Do you want help—a partnership—or have you a business for sale? Advertise in the Condensed Ad. columns of Hardware and Metal and **Tell Us If You Don't Get What You Want.**

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences

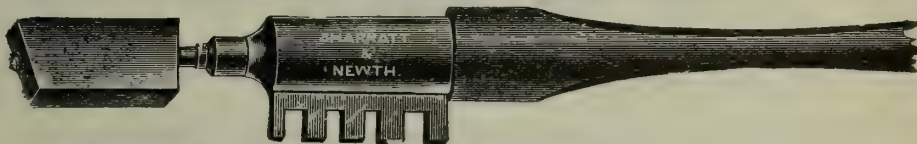


WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies. Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

SENT FREE TO ANY ADDRESS

Our Catalogue of Technical Books for **HARDWAREMEN**,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. **WRITE TO-DAY** before supply is exhausted.

TECHNICAL BOOKS, 10 Front Street, East, Toronto, Canada

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Speedway, also Victoria St.,

TORONTO



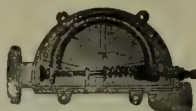
Hose Rack



Temperature
Pyrometer



Heintz Steam Trap



Cylinder Oil Pump



Brass
Fog Bell



Reducing
Pressure Valve



Water Glass
Mounting



Gate Valve



The J.M.T. Valve
known everywhere for
its superior quality.



Every Hardware Dealer

is interested to a greater or less extent
in **STEAM** and **WATER SUPPLIES**.

You may have a call for some of
these lines to-morrow.

Remember our products cover the
largest variety in Canada and of the
kind only that is fully guaranteed for
efficiency in Service and Utility.

A complete catalogue is at your service.

THE
JAS. MORRISON
BRASS MFG. COMPANY
LIMITED TORONTO, ONT.



Regulating
Oil Cup



Safety
Valve



The J.M.T. Injector
Guaranteed to operate
under the widest
range of conditions.



Your Business Barometer will stand at "Set Fair"

if you are handling goods of known and proven quality :

GREENING'S WIRE ROPE

You'll be surprised when you've studied our catalogue at the number of uses to which Greening's Wire Rope can be put, and the corresponding number of possible customers.

We make the Best Wire Rope in all sizes for all purposes, and remember, whenever you sell Greening's Wire Rope, you can sell Greening's Rope Grease.

The B. GREENING WIRE COMPANY, Limited

HAMILTON, Ont.

MONTREAL, Que.

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

¶ For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5½ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

SCARFE & CO. OPEN BRANCH IN WINNIPEG

On **MAY 1st** we open a Western Branch of our business at

76 LOMBARD ST., WINNIPEG

under the management of MR. H. S. DUNCAN

A full line of Paints and Varnishes will be carried, and Western Hardwaremen may rely on having their orders filled with despatch.

Send for details and prices.

SCARFE & CO.

BRANFORD and WINNIPEG

A Profitable Line

In every hardware store a profitable line to handle is

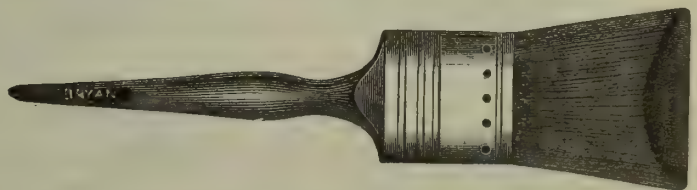
Brushes, Brooms and Woodenware

and you will find no line of these goods will sell more quickly or will yield you better profit than that manufactured by

Thomas Bryan, Limited, London, Canada

Illustrated catalogue sent upon request of responsible dealers.

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton





The "New" Wickless
1, 2 and 3 burners.

Send for summer catalogue
giving prices and description.



The "German"
Wick Stove.
1, 2 and 3 burners.
Glass Tanks.

We make asbestos starting
rings to fit any wickless stove
made, and supply cotton wicks
for all wick stoves.

E. T. WRIGHT & CO.

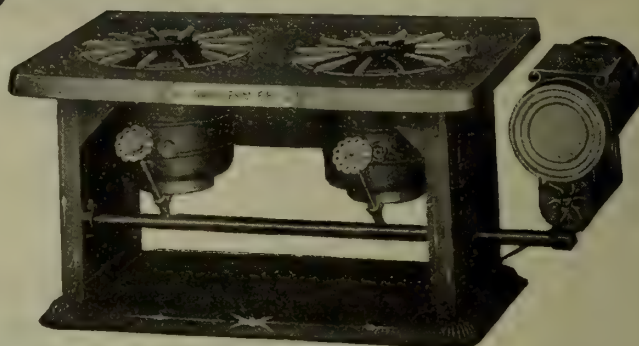
HAMILTON, - - - CAN.

Manitoba distributing agents—MERRICK-ANDERSON CO., Winnipeg, Man.

For Summer Cooking OIL STOVES

The "Dangler" Wickless
2 and 3 burners.

Guaranteed to give satisfaction to both
dealer and consumer.



THE WIDESPREAD POPULARITY of "DOMINION" PRODUCTS

Is a Tribute to their High Standard of Excellence.

"Dominion Special" WOVEN FIELD FENCE

"The Landmark of the Future" has come into prominence rapidly, and successfully competes with other makes long established. DOES THIS NOT PROVE ITS STERLING WORTH? All First Class Dealers should stock it, and share in the result of its popularity.

WOOD
SCREWS



WIRE
NAILS

Our commodities are well known and only need to be mentioned. A few more are

WIRE Barbed, Galvanized, Coiled Spring, Annealed—Oiled and Annealed,
Fence Staples, etc., etc.

A "MIXED CARLOAD" of the above commodities would take care of your SPRING ORDERS.

DOMINION WIRE GOODS MFG. CO., LTD.

MONTREAL

ESTABLISHED 1880

TORONTO

The dealer who dares

The dealer who dares to look beyond the nearest dollar and sell Genasco Ready Roofing in preference to cheap imitations is laying the sure foundation for a profitable business.

Genasco Ready Roofing

is made of real Trinidad Lake asphalt—Nature's absolute waterproofer and weather-resister.

It gives your customers lasting satisfaction; gives them confidence in you—shows them you are looking out for their interests as well as your own pocketbook, for they know the high quality of Genasco. We tell them all about it in the magazines and agricultural papers.

Be one of the many dealers who have dared to start on the right road to success.

Write for full information and samples.



THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world

PHILADELPHIA

NEW YORK

SAN FRANCISCO

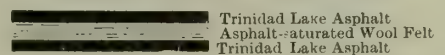
CHICAGO

Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebec.

Mineral or smooth surface Genasco Roofings

THE KANT-LEAK KLEET is the up-to-date fastening for ready-roofing—supplied on request in Genasco rolls.

Cross-section; Genasco Smooth-surface Roofing



Some facts you may not know about "Brantford" "Roofing"

Here are some facts about Brantford Roofing that will be of interest to merchants who believe in handling goods of the highest quality.

First fact is this: The pure wool felt we use for Brantford Roofing is made to our own rigid specifications in the most modern felt mill in America. It costs us 33 1-3 per cent. more than for ordinary commercial grades.

The Asphalt, with which the felt is saturated, is refined until it becomes 99 per cent. pure. So called "Trinidad" Asphalt is only about 45 per cent. pure.

That speaks for the quality of our materials.

Another fact you should know is this: Brantford Roofing is accepted for use in the most congested fire district in Toronto. We have a certificate from Chief of Fire

Dept. and City Architect to that effect. Do you know of another ready roofing having a like certificate?

Here is another fact: Brantford Roofing will not turn brittle in zero weather. It can be laid during the coldest days, without fear of cracking the roofing.

Brantford Roofing is neatly packed. It is protected with patent metal ends and always reaches you in good condition. It never sticks in the roll, either.

Perhaps, you had no idea Brantford Roofing had so much class about it? You know now. So write us at once for the exclusive agency in your town. There is a good margin of profit in Brantford Roofing, and we are loyal to our agents. We don't compete with them. We help them get business.

Brantford Roofing Co., Limited, Brantford, Canada

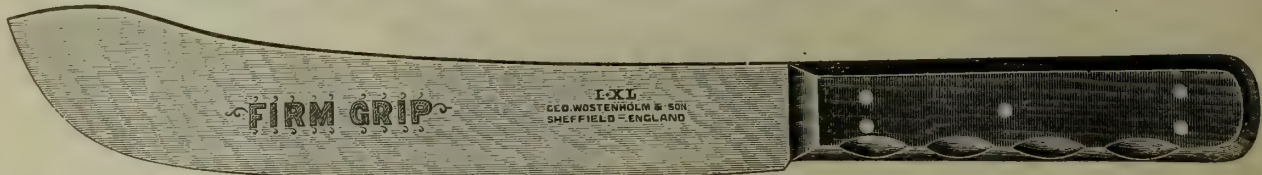
Winnipeg Agents: General Supply Co. of Canada, Limited, Market and Louise Sts. Montreal Branch: 9 Place D'Youville

Wostenholm's Fine Sheffield Cutlery

Trade Mark

I-X L (I excel)

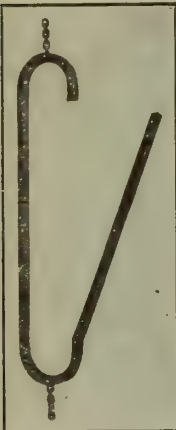
Wostenholm's 'Firm Grip' Butcher Knives—No. 5239E



Hand forged from Double Shear Steel.

For sale by all leading Jobbers.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives



Patent Pending
OPEN

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy

Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order
Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices
and discounts.

W. D. BEATH & SON, Limited

**TORONTO,
Canada**



Patent Pending
CLOSED

Tinsmiths—Sheet Metal Workers

To Maintain Your Reputation **"Always," "Everywhere,"**

ASK FOR

B. B. & CO.

TOOLS

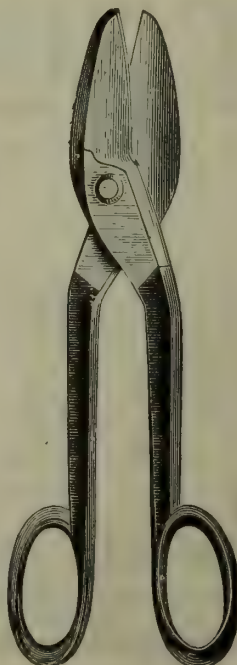
Our Experience is
Your Safeguard.

**The
BROWN, BOGGS CO.**

Limited

HAMILTON, - CANADA

Tinsmiths' and Sheet Metal Workers'
Tools, Presses, Dies, Etc., Etc.



Straight



Circular



Combination



Have You GILLETTE SIGNS ? Are They Properly Displayed ? The Men Of The World Are Looking For Them.

We know that our shelf and window signs, if constantly shown, will link your store with our advertising, and carry out, in a local way, the great sweep **of our general idea.** We started something in Boston, and you now have the echo of it in Canada (we have a Montreal factory producing goods "Made in Canada"); in fact, go to the uttermost parts of the earth and you will find that this idea makes neighbors of us all.

The idea is the GILLETTE Safety Razor

It has been introduced by army and navy officers—tourists—capitalists—business men—by your salesmen and our own.

The GILLETTE Safety Razor is a symbol of this busy, practical, up-in-the-morning-and-clean-shaved age. So are the GILLETTE SIGNS which we ask you to display.

Don't forget that in the newspapers and magazines we are advertising these signs

as the guides for the intending purchaser to locate the place in which to buy the GILLETTE. We used to say, "For sale by all hardware, drug, jewelry and department stores." We say now, "Look for the GILLETTE SIGNS."

By displaying these signs, and the GILLETTE itself, and by requesting your clerks to courteously suggest the GILLETTE to every possible buyer, the man for himself or the woman for the man, you will make sales—and profits—easily.

Do you need any signs—folders—catalogues—electros—or GOODS ?

The Gillette Safety Razor Company of Canada, Limited

Office and Factory : 63 St. Alexander Street, - - MONTREAL



250,000 SPRAYBRUSHES Next Six Months Sales

How many will you need for your territory? The Spraybrush is the Biggest Spring and Summer Seller for Enormous Profits in your line. Extraordinary Merits and Great Advertising Campaign back of it.

Nationally Advertised

Full and half page advertisements, with compelling illustrations, prepared by the leading advertising experts in the country, will appear throughout the Spring and Summer months in the best pulling publications of national circulation, among which are—

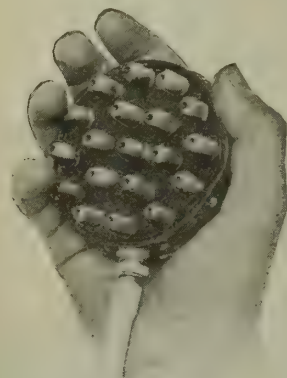
The Saturday Evening Post
Everybody's Magazine
Literary Digest
American Magazine

Progress
Collier's
Munsey's
McClure's

This widespread advertising, reaching every city, town and village in the United States, will start the people to your store. The

Knickerbocker Spraybrush

—literally three brushes in one—**Shower, Shampoo and Massage**—will sell on sight on the face value. Slips on any faucet—siphon attachment for homes not supplied with running water or bathrooms. A boon to country homes. Makes the indoor bath as vigorous and healthful as the splash at the seashore. Gives Shower, Needle, Spray, Frictional Bath and Massage all in one. Saves time, labor and water. Absolutely sanitary and self-cleaning. The rubber "teeth" get the dirt out and stimulate the circulation as no bristle brush, fibre sponge or cloth can. We guarantee every Spraybrush for One Year and back up the guarantee.



Shampoo Brush No. 7



Knickerbocker Spraybrush No. 1

Shampoo Brush

with rubber ducts to stimulate finger tips gives the ideal scalp massage and shampoo for men and women. Used by barbers and hair dressers. No home should be without one.

easy the gradually increasing cold shower physicians recommend for puny children. One dozen sales in thirty days is nothing for dealers with limited trade. The spring demand for country homes and summer cottages will be brisk.



Ideal for Quick Morning Shower

Your Trade

will recognize the benefits of the Spraybrush on sight and the fine talking points will make a sale to 90 per cent. of your good customers the first season. For mothers with young children to bathe it is a God-send and makes

WHOLESALE DISTRIBUTORS HANDLING KNICKERBOCKER SPRAYBRUSHES:—

Buhl Sons Co., Detroit, Mich.

James B. Clow & Sons, Chicago, Ill.

Famous Mfg. Co., Grand Rapids, Mich.

Hibbard, Spencer & Bartlett, Chicago, Ill.

National Drug and Chemical Co.

Lyman Bros. & Co.

We furnish dealers—**FREE**—attractive display cards, illustrated booklets for advertising and everything needed to make lively sales from the start. Write to-day for dealers' folder and net price list showing liberal profits to you.

The Progress Company, 919 Rand-McNally Bldg. **Chicago, Ill.**

**The Line
That Satisfies**

**Is the Line
Worth Pushing**

CANE'S WASHDAY WOODENWARE

You make no mistake in handling Cane's Woodenware. Cane's Washtubs, Pails, Washboards,

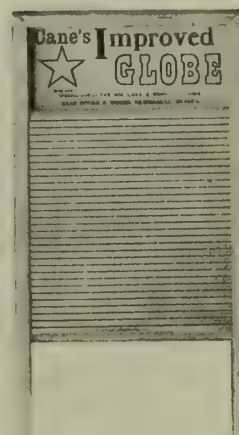


Clothes Pegs, etc., have been the leaders for over 40 years. They're still leading, too!

Every Cane Tub, Pail and Washboard is built to withstand hard wear and tear and to give your customers long-lasting satisfaction.

The Cane line of Washboards includes our ten well-known brands. Every one of them substantially built and nicely finished.

Make sure of quality by asking your wholesaler for Cane's Woodenware.



The Wm. Cane & Sons Co., Limited, - Newmarket, Ontario

CHEER UP!

Cherry season brings brisk business to the dealer who shows

"Enterprise" Cherry Stoners

Make your stock complete *now*—foresight is better than hindsight. For a quarter of a century the demand has increased year by year for "Enterprise" Specialties—they are as staple as wire nails. You can't make a mistake by having "Enterprise" Cherry Stoners ready for the first woman who rushes in to get one while her cherries wait. You will surely make a mistake if you don't *stock up*. And while you are about it, see that you have also the "Enterprise" Fruit, Wine and Jelly Presses.

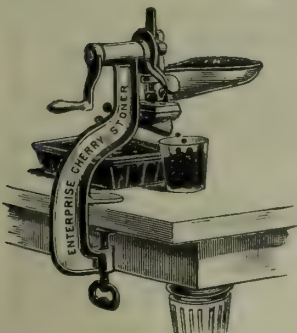
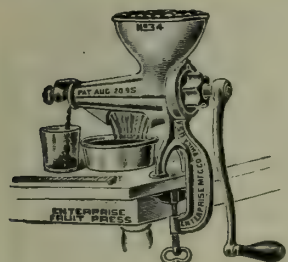
The Enterprise Manufacturing Company of Pa.

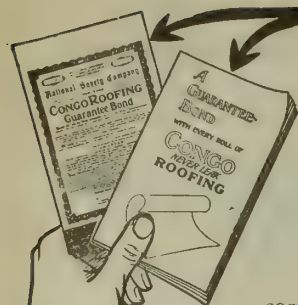
Philadelphia, U.S.A.

21 Murray Street, New York.

544 Van Ness Avenue, San Francisco

Also makers of the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons; Raisin and Grape Seeders; Self-Priming and Measuring Pumps; etc.





The Guaranteed Roofing

CONGO**A SURETY BOND
WITH EVERY ROLL**

Congo is the *only* ready roofing carrying a National Surety Bond in every roll.

These Legal Bonds absolutely guarantee your roof for 10 years if covered with Congo 2 or 3 ply. We know from experience that it is probable you will get even longer service.

The National Surety Company is one of the best-known insurance companies in the country. They have over \$2,000,000.00 assets.

It is, therefore, a matter of keen satisfaction to us that they are willing to stand behind Congo.

Of course we have to pay them a regular insurance premium. We are glad to do this, however, because we feel satisfied that we will more than get our money back in increased business.

We feel that when the people of the country realize that we are willing to back up Congo with an *honest and liberal Guarantee* they will buy Congo—and Congo only.

If you will send us your name and address we will be glad to send you samples of Congo and a copy of the Surety Bond so that you can see exactly how liberal this offer is. Write promptly.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.

Amateurs' Tools

Hobbies
TRADE MARK.

HOBBIES
PLANES
ARE
SURE
SELLERS.



Hobbies manufacture a magnificent range of

VICES

A Show Stand is given free with every full range

Write for one of our Catalogues and Profit-Making Terms.

OUR NAME IS A
SILENT SALESMAN

Hobbies, Ltd.
Manufacturers
DEREHAM, - - ENG.

**Less effort and better results**

are two features which recommend the

**Connor
High-Speed Washer**

to the busy housewife.

Accidents cannot happen while using it, as all cog-gearing is enclosed, and it is the only machine with foot-power attachment.

The fly-wheel which gives the power and speed is placed immediately below tub, and runs on double ball bearings.

The trade will find the "HIGH SPEED" not only the best washer but the best-selling machine on the market.

Send for booklet and prices.

**J. H. CONNOR & SON
LIMITED**

OTTAWA, - CANADA

We are willing to give exclusive control of this machine, in unrepresented districts, to live dealers.

**PATTERN LETTERS**

IF YOU USE THEM

Send for our New List No. 3.

STENCILS

IF YOU USE THEM

Send to us and get Artistic Work.

STEEL STAMPS

Steel Letters and Figures

NAME PLATES

SEND TO THE

**Hamilton Stamp and Stencil Works
LIMITED**

Hamilton and Toronto

"SAFE LOCK" Fence

Every farmer in your vicinity is interested in, and a buyer of more or less Woven Wire Fencing. No doubt you want his trade, and to secure and hold it you must be prepared to supply his needs. Your competitor is or soon will be.

Our "SAFE-LOCK" Fence is without exception the strongest fence made. We manufacture it in both heavy and medium weights, and if you want an agency, write us for particulars. Will be glad to mail you wholesale list and discounts on request.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.

BRANDON

MAN.

MADE IN CANADA

"Superfine Linen Record"

There is no feature of advertising that pays so well as a Ledger made from a good paper.

"Superfine Linen Record" is a first-class ledger paper

Made by

THE ROLLAND PAPER COMPANY, LIMITED
MONTREAL, CANADA

SAMPLES SENT ON REQUEST

THE DOUGALL VARNISH CO. LIMITED

SUCCESSORS TO
McCASKILL DOUGALL & CO.



MANUFACTURERS OF

HIGH GRADE VARNISHES

ALSO

CANADIAN MAKERS OF THE

MURPHY VARNISH COMPANY'S VARNISHES

MONTREAL

CANADA

Note the 8 Large Links
For
Adjustment

Each Tie Adaptable
For Bull, Cow
or Calf

THE STANDARD CANADIAN COW TIE

(NIAGARA PATTERN)

MADE ONLY BY THE

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS,
ONTARIO.

When the BEST costs no more,
Can YOU afford to give your Customers
an inferior Cow Tie?

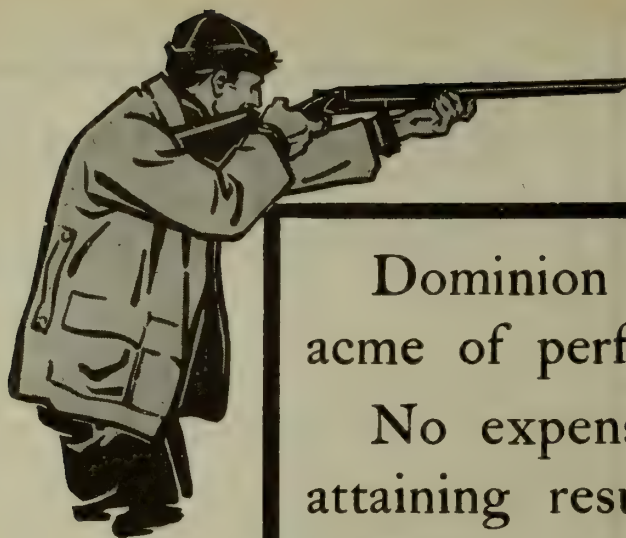
Compare the "NIAGARA" Cow
tie with others. It is 10 to
20% stronger, it has EIGHT
ADJUSTMENT LINKS —
others have four — making
it unnecessary for the dealer
to carry so many sizes.

EVERY LINK

formed on the
principle of the

SQUARE KNOT
making the
STRONGEST CHAIN
EVER
PRODUCED

ONEIDA COMMUNITY, Ltd.
NIAGARA FALLS, ONT.



P

ERFECT PRIMERS ATTERN AND ENETRATION

Dominion shot gun shells are the acme of perfection.

No expense or effort is spared in attaining results. Manufactured in Canada by Canadians but sold everywhere. Prices the lowest.

Dominion
IMPROVED & PROVED
Ammunition

A new box free for every misfire of present product.
Dominion Cartridge Co.
Ltd., Montreal

KEMP'S WATERING POTS

Seamless Breasts, Patent Zinc Roses and Detachable Spouts



Prices
on
Application



Plain Tin, Japanned or Galvanized

Quarts..... 1 2 3 6 10 14

KEMP MANUFACTURING COMPANY
TORONTO

MONTREAL

WINNIPEG

Displaying and Pushing House-cleaning Lines

In Mapping Out the Programme for May, the Merchant Should Make a Strong Feature of Spring Cleaning Utilities—Make a Prominent Collective Display—Get the Women Interested—The Showing of Lawn and Garden Tools, and Seeds—Builders' Hardware and Sporting Goods.

House cleaning goods should be displayed during May, especially in the earlier part of the month. Most people leave off the necessary task of spring cleaning until all chance of any fire being wanted in the house is absolutely gone. This brings them well into May, so that merchants should be in no hurry to switch from house cleaning lines to something more advanced in the season.

There is no doubt that many merchants do not push their house lines enough—that is in a collective sense. They may fill up odd corners of the windows with a few scrubbing brushes, mops, feather dusters, pails, etc., but they do not make an absolutely distinctive feature of combined house cleaning lines. Yet such a window can be made to look very attractive. There is no lack of lines which come under the category of house cleaning ones, and if the merchant believes in a well filled window this can easily be done, while if he likes spectacular effects, these with a little ingenuity are not difficult to design.

Bring Out the Specialties.

The great point in any display is to bring prominently into notice any new specialty on the market. Any device to save labor has a great pulling power with those who have to engage in the heavy work of spring cleaning. Every woman is naturally on the look out for something to lighten her efforts, and if the merchant has a specialty that is a labor saving one, he has a great drawing card. In this respect merchants should make a strong feature of vacuum cleaners. The furniture stores are strong opponents in the selling of these lines, but as the hardware store is the proper medium for all house cleaning lines vacuum cleaners should certainly be included. A comprehensive stock of these cleaners look well in a window, while if the merchant can afford the space to give practical demonstrations he will draw great crowds of the womenfolk. And it is the womenfolk that the merchant must make a dead set after. They are the hardware buyers of the future to a very great extent, and once accustom them to visit the hardware store as in the big cities they do the departmental store, the merchant has started a most valuable habit.

The merchant, therefore, for some time should press his cleaning lines as hard as he can. Make a good display of scrubbing brushes, window cleaners wall dusters, step ladders, chamois leather, carpet sweepers, vacuum cleaners, polishes, curtain stretchers, clothes dryers, washboards, dippers, tubs, and all other similar lines. By bringing forward the idea of spring cleaning many women are reminded that they need many of the articles displayed. If the lines are hidden, no reminder is conveyed, and when the time comes that the article is wanted it is done without.

A Handy Table.

Likewise the merchant should not forget his paint lines, especially those for

household purposes. No spring cleaning can be considered complete that is finished without the aid of a tin or two of stain, etc. Add to this some lines of small hammers, tacks, curtain rings, small screws, brooms. A good idea is to set out a table with those many small articles that are so needed during house cleaning. Make it appear as a kind of bargain table, and mark the prices plainly. All little specialties in the way of trimmings, hooks, brass bolts, picture wire, draw pulls, and so on, can be displayed on this table. One merchant makes a plan of putting up parcels of handy articles such as a hammer, tacks, liquid glue, screw driver, nails and screws, and offering them at a certain price as a kind of leader. This may not be to the idea of all merchants, but there is no doubt that all these articles are wanted at spring cleaning time, and merchants would get a better sale if they displayed them more prominently for the benefit of the womenfolk.

The idea is to make the whole store for the time being redolent of spring cleaning. Display everything that can legitimately be included, and cause the womenfolk to stop and think a bit. Half-hearted attempts to push anything are no good. To put a few lines in one side of the window suggestive of spring cleaning, and then to attract attention away from this by filling the other side with something else, is a mistake. Make a bold bid for the women's custom and then when spring cleaning is through start on something else. Make the womenfolk talk, make them interested, make them say: "Why, I did not know there were so many labor saving and convenient devices on the market. So-and-so has just got the thing I have been wishing for, and I am going up to buy it and start on my cleaning forthwith."

Lawn and Garden Tools.

Given the window space a merchant should show at the same time a good assortment of lawn and gardening tools, and seeds, presuming, of course, that he carries any of the latter. Dealers would be well advised in paying more attention to the handling of seed. There is a fair profit, and seeds are a clean line to handle. A good demand can be worked up, and a customer for a packet of seed or in bulk, presuming they are sold by weight, may end in the purchasing of garden trowel, a rake, or something of the sort. Mowers, hose, sprinklers, syringes must be displayed. There is nothing like these lines to bring out the spring feeling and make passers-by feel in a buying mood. With imitation grass many pretty decorated windows can be made up. A small flower bed with artificial or real flowers and a watering pot suspended overhead and colored silk threads, representing water, coming from the nozzle and spread over the whole window, makes a neat design and one that is little trouble, while at the same time it gives to the store the spring appearance that is so desirable.

A good way to arrange gardening lines if no scenic effect is desired is by placing the tools, such as the spading fork, spade, hoe and rake in an upright position at each side of the floor of the window in a manner similar to which guns are stacked. Three or four lawn mowers can be placed in the centre in a similar manner. For the background coils of rubber hose can be used, and each may be arranged so that part of the hose will form a complete border round the entire window. The small tools such as the sprinklers, revolving arm sprinklers, lawn sprinklers, grass catchers, hose nozzles, clamps, couplings can be grouped in the foreground. These with some garden and grass seeds make a good window design indeed.

Builders' Hardware.

The builders' hardware department must be carefully looked into for with the building season now starting a steady run will be made upon the lines. With the development of the higher grade hardware merchants should do their best to encourage the trend by showing the best grades. The merchant who has the space for a sample room can show off his lines to the best advantage, and it is certainly advisable for all dealers to devise some plan whereby their builders' hardware can get the best display.

The sporting department must not be forgotten, for now is the time that the various open air games commence. Devoting, as we shall, a special page to this in a later issue we will not dilate upon these lines except to remind merchants that the bigger the show at the commencement of the season the greater the chance of getting the sportsmen's business all the way through.

A Women's Cosy Corner.

A very practical piece of advice recently appeared in an exchange and is worth while publishing. This is the season of the year to furnish up the store and make it just as inviting as possible. Keep the flies out, have a cool cosy corner for the women to rest if they desire, a plentiful supply of ice water, with individual drinking cups, and have the whole interior arranged to present a well kept tidy appearance. Many merchants, likewise, have yards or spaces back of their stores where boxes, barrels and rubbish are allowed to accumulate. Such spots cleaned, made bright with flowers perhaps, a rustic seat or two and a couple of tables, or so, where shoppers from a distance could sit and eat lunch, might prove a valuable adjunct to a store instead of an eyesore. It might also prove an excellent place to demonstrate a stove or range. A good supply of magazines, awnings, and the whole thing is complete.

There is no doubt that the merchant who pays attention to the comfort of his customers, and makes the store inviting in their eye, pulls business with no uncertain strength.

Business Methods of Canadian Hardwaremen

Three Ontario Hardware Firms Find Renting Vacuum Cleaners Profitable—Their Methods of Advertising — Sewing Machines and Rubber Tires as Side Lines.

ADVERTISING VACUUM CLEANERS

St. Mary's, April 25.—The St. Mary's Hardware Co., who began renting vacuum cleaners about two months ago, have been successful in selling several machines, besides having two or three rented out every day during that time. They have found that the machines advertise themselves when rented, one housewife telling the virtues of the labor-saver to her neighbors. They have, however, on several occasions featured the vacuum cleaner in their advertisements, a particularly effective announcement being reproduced below. It occupied an 8½-inch space, two columns wide, the firm name being at the bottom and a cut of the hand-power cleaner at the top, with the heading: "Vacuum cleaners for sale or to rent—housecleaning that cleans," followed by this reading matter:

Not one house in a thousand is really clean indoors. Not one room in a thousand is ever free of the germs of a score of diseases.

It doesn't matter how much pains go to make the house clean. Doesn't matter how often the room is swept and "dusted" and "finicked" over. The methods used by most everybody to keep a house clean inside, or a room, simply never did and never will clean it—not actually CLEAN it.

You ought to know that, if you have anything to do with housecleaning. You can know it easily enough. This way:

Next time somebody sweeps your house "from top to bottom" in the ordinary way—with broom or carpet sweeper. Then goes over everything with dust-cloth and feather duster and all the rest of the everyday outfit of old-style "cleaning";

After the work is all done and the worker utterly fagged slap the stair-carpet hard with something hard and flat and see the dust rise in a puff! Shake the portieres hard—but don't breathe the dust cloud that wafts from them! Rub your fingers over any table-top, or the piano, or the mantle—and look at the grime that's floated back thereon since the "cleaning" was done!

And as everybody is indoors more than outdoors, it matters a lot whether indoors is clean or isn't. It matters, because

the indoor air, in even the house that's cleaned oftenest (the old way) is loaded with disease germs—which thrive in dust.

Now, the house which is cleaned oftenest (the old way) actually has more dust in the air all the time—and therefore more germs and more danger—than the house that isn't swept so often! That sounds queer. doesn't it? Yet it's true, because:

The old way of sweeping and dusting does get rid of a little dust.

The old way of housecleaning, as you ought to see by this time, does very little else than move the dust about—lift it from the floor into the air.

But you easily CAN get the house clean—really C-L-E-A-N—if you go at it with the right outfit and use it right—The Chatham Vacuum Cleaner—for the home.

You may not want to BUY one, if not, you can RENT ONE from us. Our rates are: Hand machine, 50c per day; electric machine, \$1 per day; and in one day you can easily CLEAN a good-sized house. Many persons will want the cleaner one day each month. Make your arrangements with us for your day and the cleaner will be at your residence at 7 a.m.

The rates charged by the St. Mary's Hardware Co. are lower than in other places, the usual charge for a hand-power machine being \$1 per day, and considering the trouble of going and coming for the machine each day this is not an unreasonable charge.

PROFIT IN SEWING MACHINES.

Liverpool, N.S.—The McClearn Hardware Co. have found the sale of sewing machines a profitable side-line, having sold about thirty with comparatively little effort in response to an eight-inch double-column ad. in a local paper and a reproduction of the ad. in circular form for general distribution. It is advertised at \$23.75, with freight prepaid to nearest station, the machine costing \$15 laid down. The firm finds that the hardware store is the only place that these machines can be bought independent of the sewing machine companies selling on the instalment plan, and their customers are well pleased with their purchases.

RUBBER TIRES A SIDE-LINE.

Chatham, April 26.—E. C. Brisco, sporting goods dealer, of this city, has developed quite a trade in new tires for baby buggies and go-carts.

Though the baby buggy and go-cart trade is pretty well divided between furniture dealers and hardwaremen here, considerable difficulty has been experienced by purchasers of these goods in securing new tires. During the last few years, the old-metal-tire buggies have gone pretty well out of fashion, and the rubber-tired articles have come into almost general use. Though the rubber tires are a very attractive feature, they frequently wear out and have to be replaced. Propelling a baby buggy through snow is particularly hard on them.

Mr. Brisco some time ago installed a machine for re-tiring buggies, together with a complete stock of hard-rubber tires of all sizes. He is thus able to put on new tires for a customer practically "while you wait," and that at slightly less than it would cost to order a complete line from the furniture manufacturer. Hitherto, owners of buggies have experienced annoying delays while tires were being ordered from out of town, and Mr. Brisco is now beginning to reap the harvest which comes to the man who fills a long-felt want. The business is one which promises to grow, and is the natural outgrowth of the bicycle-repair business, with which Mr. Brisco has for many years been connected.

RENTING VACUUM CLEANERS.

Tillsonburg, April 23.—C. W. Conn received a hand-power vacuum cleaner the first of this week and has already had it rented out three days, besides securing the names of several prospects for sales. Mr. Conn had a five-inch double-column ad. in the local papers this week, in which he showed a cleaner in operation and used the following descriptive reading matter:

The Automatic Vacuum Cleaner is a hand-power machine, made light and easy to carry around, but strong enough to last a life-time, and so simple as to rarely get out of order. You don't need to beat the life out of your carpets and rugs if you use a Vacuum Cleaner. It removes every particle of dust without even moving the furniture about. The walls may be brushed and the tops of mouldings and picture frames give up their dust without any great effort. Call and let us show you this machine. We sell them at \$25 each, or will rent one for \$1 per day.

Mr. Conn does not expect to make many sales on account of the price, but thinks he can place a number amongst the well-to-do residents.

ADVERTISES BY READING NOTICES.

Prescott, April 26.—About a month ago W. F. Macpherson ordered a vacuum cleaner from the Onward Mfg. Co., Berlin, and has been renting it very successfully since it was received. This method of cleaning appeals very strongly to the average housekeeper, and his customers have all been very much pleased with the results. Up to the present he has not made any sales, but he expects to be able to do so in the fall. Mr. Macpherson has used local readers in the town papers in advertising the cleaners, and says every hardwareman could handle the machines to advantage in rentals alone. There are four machines now being rented in Prescott.

MONEY IN TRAPPING.

Smith's Falls, April 23.—An industry which has become a thriving one in this vicinity in recent years is the trapping of muskrats. The price of these skins has advanced phenomenally within the past three years, and at the rate they are selling for this year it has proved a profitable line of business for those engaged in it.

Fred Miskelly, one of the local hardware and stove dealers, has purchased the immense number of 5,772 skins this season, for which he paid an average price of 75 cents each, or a total of \$4,500. Last year the average price paid was 43 cents. Six years ago 18 cents was thought to be a pretty good figure for them, but they have gone up steadily in price since that time. One trapper in this vicinity caught 254 rats this season. The reason assigned for the very high price paid for these skins this year is that furriers have discovered a process whereby they can be treated and converted into a splendid imitation of seal.

A CATALOGUE BARGAIN.

Fordwich, April 25.—F. Adams tells a good story about a local customer who recently had an experience with buying from a catalogue house, which he will not soon repeat. The customer wanted a saw, and comparing Mr. Adams' price of \$4.50 with the Eaton price of \$1.45 for a 5½-foot cross-cut saw, decided to save some money. They sent their cash and order to Toronto, therefore, and the saw came along in due course. It looked like a good bargain all right, and the mill men were elated with their purchase. Setting the saw in position they started operations, but it wasn't long before they had to stop and investigate—several teeth broken off. It would take several days to secure another saw from Toronto, and, anyway, they had learned that a bargain on paper might be a big disappointment in practice, so they hiked down to Mr. Adams' store and paid a fair price for a good saw, backed by a guarantee from a local dealer, who is on the ground to supply in a few minutes time, another saw if required.

The Relation of Advertising to the Traveler

Gives Him a Vantage Ground and Arms Him With Convincing Arguments—Its Operation on the Mind of the Merchant—Advertising Co-operation makes Work of the Traveler Lighter.

By J. Walter Thompson.

The easiest way in which to realize the relationship of advertising to the work of the commercial traveler is mentally to eliminate the advertising and decide whether the traveler is a gainer or a loser thereby.

At one stride we go back to the days of the bagman and the bellman; the bagman driving his gig from town to town, and the bellman lugubriously reading at street corner and market cross the announcement of some local merchant.

It is only when we suggest the elimination of advertising that we realize to how great an extent advertising is news, that it is full of human interest, a running record of human progress, a chronicle of the ramifications of civilization. So essential is advertising to the comfort, welfare and progress of the people at large that were it possible that all magazines and periodicals should unite to discontinue the printing of advertisements, it would become absolutely necessary to print magazines that were all advertising, and such magazines would be even more eagerly bought by the general public than the periodicals devoted to pure literature.

It is because people read advertisements and are influenced by them that they bear an important relation to the work of the commercial traveler. The purpose of advertising is to create a demand for the wares advertised. The work of the salesman is to supply the merchant with the wares to meet the demand created. In as far as advertising accomplishes its purpose and creates a demand for advertised articles, in so far will the work of the salesman be anticipated, and his orders increased.

General advertising introduces an article to the public, familiarizes people with its qualities, explains its merits and gradually educates the consumer to a desire for the article advertised. Without this preliminary work the merchant handling the goods would have to do the educating, and as he himself would have to be taught, the work of salesmanship would be vastly increased and the amount of sales greatly lessened.

These conditions are so well understood that many merchants prepare a prospectus of their advertising campaign, have proof-sheets made of the series of advertisements which they intend to use, showing size of space, style of type, character of argument, etc. With this in hand the commercial traveler calls on the retailer and finds it easy to convince him that he can afford to buy a good bill of the goods, which are so effectively advertised in magazines and periodicals that are read by his customers in common with the rest of the reading population.

Take a concrete example of the dependence of salesmanship upon advertising: The Prudential Insurance Company of America has by advertising so familiarized the entire population of the United States with its strength and

reliability that it would be practically impossible to name life insurance without thinking of the Prudential. Suppose all this advertising were withdrawn; suppose that all the influence of past advertising could be wiped out; what would be the effect on the business of the Company's salesmen or agents? It would practically put them out of business. It would close the offices of all the more important agents. It would necessitate a new beginning on an entirely new basis for company and salesmen alike.

In all cases advertising is just as much an essential factor in salesmanship as in the case cited. The relationship may not be so strikingly apparent, but it exists, and the mere discontinuance of advertising in the present, without losing the benefit of the advertising momentum of the past, would be soon apparent in a rapid falling off of sales, no matter how skilled and successful the salesmen employed to push the goods.

There is another phase of this relation of advertising to the commercial traveler—it protects him from what may be termed piratical competition. The advertising of a trade-marked article makes it impossible that a salesman with a similar article, unadvertised, can make a sale for that article on any ordinary plea of quality or price. If he could prove his article to be "just as good," it would be minus the advertising, minus the popularized trade-mark, and therefore minus the patronage already created for the advertised article.

Advertising creates public confidence. Your advertiser has a local habitation and a name, he nails his colors to the mast, you know who he is and where to find him. The American public generally appreciates that big money can't be spent on advertising to catch one sucker to make one sale. Advertising to pay must make partisans, it must make steadfast customers, and to do that the goods advertised must be in quality and quantity all they are represented or even more than that. This fact roots in the retailer's mind also. He is bound to reflect the mental attitude of the consumer, and that mental attitude recognizes that the man who sells well advertised goods has a claim on his time and attention that does not belong to the salesman who offers goods unadvertised, and leaves the burden of distribution entirely with the merchant who buys the goods.

The relation of advertising to the work of the commercial traveler is therefore most intimate and valuable. It gives him a vantage ground, it arms him with convincing arguments, it operates beforehand on the mind of the merchant which he must influence and convince before he can hope to sell a bill of goods. Without this assistance his work must be increased, and his sales would be inevitably lighter and fewer than they are with advertising co-operation.

Contract Selling Plan and Quantity Prices Discussed

Interesting Address on These Subjects by H. C. Beckett, at the Big Grocers' Convention at Toronto this week—Manufacturers, Wholesalers and Retailers Meet Together and Say Things of Interest to Hardwaremen as Well as Grocers.

This convention has been promoted and is being conducted for improving the conditions of trade.

First, by making if possible, the retail and wholesale grocers and the manufacturers think logically for the correction of trade evils which exist, and intelligently negotiate for better trade arrangements.

The jobbers and retailers are beginning to think there is something more for them to do than treat their rivals in business as enemies. There never was a time when organization had higher ideals or a stronger desire to elevate business ethics.

You sometimes hear the argument that the fixed price or contract selling plan is bad because it reduces the retailer and wholesaler to dead level—but do not be deceived; people who talk that way are animated by a desire to get the best of somebody. We want to study the situation with a view to benefiting the great majority, not pandering to the selfishness of a few. Good horse sense is what is needed—no use catering to the selfish side of business but let us get down to a foundation that is solid and lasting.

We are making the first attempt when we promote a convention of the three classes of trade—manufacturers, wholesalers and retailers. This kind of a meeting and this kind of educational work suggests possibilities for eliminating trade evils that has never before been presented.

There has come an awakening. Trade inconsistency—irregular channels—double dealing—unstable prices on proprietary lines—individual loose dealing—are too common, and nothing more than conferences, publicity, and a frank heart to heart show-down will work the correction of these growing evils and ensure a cleaner slate.

There are some who have a yellow streak. Such men have little sense of honor in their make up, they always look with pride at any little advantage they think they can gain over their competitors. These men are the ones who delight in breaking away from the legitimate rules of business—these men are price cutters—they bribe the buyer—they have a degree of dishonesty that does not appeal to right thinking people. This policy of deceit practiced in trade has undoubtedly made money for some who have followed it, but they would not have had such license very long if we had years ago such a gathering of manufacturers and merchants as is taking place at this convention.

Subjects of vital importance, subjects that have received all too little consideration at the hands of the three classes of trade, are on the programme for today, and it is to be hoped that careful

consideration and study will be given these matters.

To-day this is a live issue in all lines of trade. Some of the most profitable specialty lines in recent years have been built up by the contract price protective plan, and this plan is engaging the serious attention of many up-to-date manufacturers who have hitherto let the wholesalers' and retailers' prices take care of themselves.

The Contract Selling Plan.

Price protection if wisely carried out and scrupulously adhered to is a means of safeguarding the manufacturer's goods and his reputation against the evil effects of price cutters.

There is far more danger to the manufacturer in catering to a class of price cutters, who depend for their success upon gulling and deceiving consumers, than there is in the contract selling plan.

The contract selling plan ensures the wages justly due to the merchants (both wholesale and retail) for the part they play in keeping the manufacturer's goods prominently before the consumer.

The price protective plan is an evolution in trade made necessary by changed conditions and because of so many food products being put up in a package and extensively advertised by the makers.

A manufacturer who spends thousands and sometimes millions of dollars to attract the attention of the consumer has no means of reaching the consumer except through the recognized channels of trade. The manufacturer who intends that his distributing agents shall make a fair margin for the service they render cannot be sure of this unless he adopts measures that will safeguard against price cutting and dishonest practices.

Success in marketing any desirable commodity through the trade must be based on knowledge of mercantile conditions with reference to that particular article.

We are here to-day to tell you that the contract selling plan is the only one that in the opinion of the trade will ensure the honest dealer the margin he is justly entitled to.

May Fix His Own Price.

The law gives the manufacturer the right to fix a price at which his goods shall be sold to the consumer, the retailer, and the wholesaler. A regulation fixing a fair profit is not in restraint of trade, and price cutters are liable if they do not maintain the prices fixed by the maker of the goods. Public welfare is first considered and if it be not involved, and the restraint upon one party is not greater than protection to the other party requires, the contract may be sustained.

Next we come to discrimination in favor of certain retailers and the harmful results thereof.

It must be clear that if a manufacturer places a small percentage of, say, five per cent. of retailers in a position to buy on a more favorable basis than the other ninety-five per cent. the five per cent. are in a position to do and will do and have done untold damage to the ninety-five per cent. We go on record on this subject, and say that if a manufacturer wants to sell five per cent. of the retail trade at the same price as he sells the wholesaler, then he should frankly state his position to the trade and sell all retailers on as favorable a basis as he would the five per cent. It is unfair for a manufacturer to supply a small percentage of retailers with ammunition to blow the heads off the big percentage of retailers. Such a policy is suicidal; it is not a policy that will ensure loyal support and interest in the sale of the manufacturer's goods on the part of the great majority of the retail merchants throughout the country. It is a policy that will ultimately react upon the manufacturer in a manner very serious and detrimental to his business.

The Quantity Price.

Next we come to the consideration of quantity prices and their evil effects.

MANUFACTURERS' RE-SALE PRICES.

At the last meeting of the Toronto branch of the Ontario Retail Hardware Association a complaint was made that prices were being cut by a Toronto departmental store. A line of saws usually selling at \$1.90 to \$2, being quoted at \$1.75 in advertisements and in a catalogue circulated in all parts of Canada.

On Thursday of this week the editor of Hardware and Metal was told by another manufacturer that he had just visited the departmental store and complained that his goods were being sold at cut prices. He had refused to sell the catalogue house at jobbers' prices and he was getting himself disliked by insisting that his re-sale prices be adhered to.

The departmental managers usually take the position that they have paid for the goods and can sell at any price they like. They cannot do so, however, if the manufacturers adopt definite contract selling prices. And if they show malice in procuring and selling goods of manufacturers who refuse them special concessions they also lend themselves to prosecution. Read what E. F. B. Johnston, K.C., will have to say on this subject in Hardware and Metal next week.

Theoretically a lower price for a greater quantity looks reasonable, but in practice this has worked out to the disadvantage of the trade. It has put a premium on dishonesty—it has encouraged salesmen to devise secret ways and means to sell small quantities at the large quantity price—it has overloaded the trade much beyond the requirements of their business—it has involved the retailers in financial difficulties—it has resulted in deterioration of many lines of food products because of the length of time they are carried in stock, and in this manner has reacted upon the reputation of the goods, the quality of which when it reaches the consumer is of great importance to the manufacturer.

Theories look well and sound well, but we have got to deal with conditions as we find them, and conditions to-day do not warrant quantity prices beyond any arrangements that will place retailers located in the smaller business centres on as favorable a basis as those in the larger centres.

The same reasons and conditions that make the quantity price on proprietary lines of merchandise a menace to the trade are the very reasons that necessitated the appointment of our Railway Board of Canada. Experience proved that it was an evil hurtful to the best interests of the trade of this country to permit a shipper with five cars of freight to get a better rate than a shipper with one car of freight. The same reason against quantity price will account for the Government inflicting a penalty on any dealer in postage stamps who sells a large quantity at a lower price than a smaller quantity. Our customs, our telegraph service, and all branches of public service that concern the welfare of the public are worked out on a fixed price, and no quantity price basis.

See what an advantage it would be to a favored merchant, and what confusion would arise if an importer of \$5,000 worth of a line of merchandise got a discount of, say 10 per cent. in duty because of the quantity, when the smaller importer would have to pay the full price. It only requires your imagination to picture the impossibility of any such plan—and so in a modified form the evil effects of a quantity price in merchandising have grown and grown as new schemes were hatched out by the cunning salesman.

Uniform Selling Price.

We go on record in saying that if the price for a large quantity is less than it is for a smaller quantity, the fairest way would be to make the selling price of the smaller quantity the same as the price for the larger quantity.

If you can do your business to advantage through the wholesaler, then it is necessary that the honest salesman in the employ of the wholesale house should know with absolute certainty that when he quotes a price to a retailer on a pro-

prietary line that that price is the lowest.

Doubt in the mind of a salesman means uncertainty, hesitancy, and lack of faith in the line of goods he has to offer. Doubt in the mind of a salesman unfits him for his important duty.

Confidence is a great essential to successful salesmanship and no effort should be left undone to gain the confidence of the salesman.

If you are satisfactorily working the selling end of your business through the wholesaler do not forget that the traveler of the wholesaler is indirectly your traveler. We are only your selling agents, but if we are to occupy that position then we will never be satisfied if the traveler directly in the employ of the manufacturer on the road watching the manufacturer's interests, is permitted to offer concessions that the traveler cannot offer.

We know we have a valuable distributing machine. We know you will not use it if you can secure a more effective and cheaper service through the medium of your own selling staff. When we get unreasonable in our demands, the alternative is always open to you in doing your own selling, your own distributing, and your own collecting. If we cannot be of service to you do not engage us. If we are of service to you treat us fairly, confer with us, and work along lines of mutual fair dealing between manufacturers, wholesalers, and retailers.

PAYS TO ATTEND TRADE MEETINGS.

We have it within ourselves to demand a fair compensation for services rendered, and we all know we are handling 50 per cent. of our turnover below the cost of doing business, and have been doing so for years. Is it right that this state of affairs should continue? We find that the accounts we are financing are the ones who generally give us the trade on which there is the least profit, and we will find that these evils will grow if not attended to. We will eventually find ourselves in the rut, but we can cure those evils, and thereby benefit the retailer, manufacturer and ourselves—by association and co-operation.

It would pay every firm represented here to-day to resolve to appoint one member of his firm, or the brightest men in his employ, to do nothing else but attend trade meetings and to co-operate to remedy trade evils, and it is certain the result of his efforts would be more money for his firm than he could make in any other capacity, and is the only way that large results can be obtained. The man who stays at home and gloats or mopes over his own troubles, who regards his competitor and neighbor with suspicion, will never get out of his rut. If he is content to absorb benefits others have paid for, or take everything

and give nothing and never lend a hand in the work, he will never be counted as a part of the Army of Progress. Co-operation is the theme of the advancing march—and individuality its key-note. will see the magical result. Extract from an address by F. T. Smye, Hamilton, at the Grocers' convention at Toronto this week.

WHAT THE LAW ALLOWS.

The judgment in the Grocers' Guild suit teaches us that confined to proper limits we have the right to protect our interests, and that efforts in that direction are laudable. In a recent judgment the court made use of these words:

"This is the age of association and unions in all departments of labor and business for mutual benefit and protection. Confined to proper limits, both as to ends and means, they are not only lawful but laudable. * * * The right of a combination of dealers to advance their own interests by mutually agreeing that they would not deal with any manufacturer who should sell directly to their customers has been broadly upheld."

The court says we have the right to protect ourselves against persons who either openly or by some ingenious device aim to belong to the wholesale trade and at the same time by secret arrangements with retailers or by owning retail stores, injuriously affect and demoralize the trade not only of the wholesaler but of the retailer. It is perfectly clear that we have a legal and lawful right to protect our own interests, even, if in doing so, some rival trading shall be rendered unprofitable by the more favorable terms we have to offer. In the case of King vs. Gage the court holds:

"That traders may legally organize for the protection and advancement of their own interests, provided the interests of the public are not to be unduly impaired," and that "a regulation fixing a fair price is not a restraint of trade if it appears that such profit is a fair and reasonable one."—Extract from an address by H. C. Beckett, Hamilton, at the Grocers' Convention at Toronto, this week.

COMMITTEES TO MEET.

A deputation from the Executive Committee of the Ontario Retail Hardware Association will wait upon the Eastern Canada Passenger Agents' Association in Toronto on Tuesday, May 3, to arrange for special railway rates to the convention at Peterboro next February.

The Mutual Insurance Committee of the Association will also meet in Toronto on May 3, to further the campaign for mutual fire insurance.

The only thing easier to do than to break good resolutions is to spend money you have resolved to save.

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Established

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IS THE MERGER OFF?

It has been announced from Hamilton that the proposed merger of the Hamilton Steel & Iron Company, Canada Screw Company, Canada Bolt & Nut Company and the Montreal Rolling Mills, with a capital of thirty millions, has been declared off.

No confirmation of this could be secured in Montreal. It is reported that the syndicate behind the recent offer to the shareholders of the Montreal Rolling Mills of \$300 a share, is headed by H. S. Holt, president of the Montreal Light, Heat & Power Co., and W. M. Aitken, president of the Royal Securities Company, of Montreal. Nothing further can be gleaned. Both Mr. Holt and W. McMaster, vice-president of the Montreal Rolling Mills, have refused to discuss the situation, while Mr. Aitken is now in the Old Country. Shareholders in the Montreal Rolling Mills have received no further notification, and whether this reported falling through of the Hamilton merger will affect the offer made to them remains to be seen.

GROCERS' TRADE CONFERENCE.

The gathering together of 45 wholesalers, nearly as many manufacturers and probably 100 retailers in a joint conference at Toronto this week, marked the most important gathering ever held in the Canadian grocery trade.

The assemblage was not to be compared in numbers with either the Hamilton or London conventions of the Ontario Retail Hardware Association but in many respects the meetings were of even greater importance, they being called primarily by the wholesalers, several of whom delivered important addresses dealing with questions vitally affecting all branches of trade, most important

amongst these being the subjects of restricted sales prices, quantity buying, the giving of secret commissions, and the value of limitations of trade associations. Extracts from some of the addresses are given elsewhere in this issue, while next week the address on the Secret Commission Act, by E. F. B. Johnston, one of Canada's leading lawyers, will be reproduced in full.

The coming together of representative men in all branches of the trade and a frank discussion of the destructive problems which confront the various interests cannot but result in a better understanding and much good to all.

The subject of price cutting and resale prices are forcing themselves to the front in the hardware trade and certain tendencies in the trade will, if unchecked, do serious injury to wholesalers and retailers with a consequent reflection of the ill-effects upon the manufacturing trade.

Would it not be well for hardware manufacturers, jobbers and retailers to come together in a similar meeting to that held by the grocers in Toronto this week. A joint meeting of the executive committees of the wholesalers and retailers might be called, or a day set aside at the Peterboro convention of the Retail Hardware Association in which the manufacturers and wholesalers would be asked to participate in a joint conference on trade subjects.

RE-SALE PRICES THE REMEDY.

A speaker at the grocers' convention this week criticised the manufacturers and wholesalers who supply goods at special discount prices to departmental stores and large buyers, the cut prices being used to provide "leaders" for bargain sales to the injury of the smaller retailers.

"The large buyers who get these cut prices may appear to be big customers but I want to point out that the business of the hundreds of small merchants doing a good average business is worth far more than the big buyers who always demand and usually secure very close prices," said the speaker.

There is a good deal of logic in the retailer's protest and it applies to the hardware trade as well as to the grocery business. Departmental stores have as much right to exist as one-line stores, it is true, but the manufacturer or jobber who sells at special prices to such institutions or makes it possible for them to offer cut prices in their advertisements or catalogues is cutting off his nose to spite his face as present profit is certain to mean future loss as soon as the nursing he has fostered is able to build or take the output of a factory.

The remedy is in the hands of the manufacturers and can be applied with

the assistance of the jobbers. The most reputable hardware manufacturers in the United States refuse to sell to catalogue houses, while goods are sold to departmental and retail stores on the contract selling plan. The same remedy will secure equally beneficial results in Canada.

PROGRESS OF CANADIAN TRADE.

For the twelve months ending February 28, 1910, the aggregate trade of Canada was \$663,749,258. This amount surpassed that for the twelve months ended February 28, 1908, when the aggregate trade was \$642,728,055, by \$21,021,203.

Analyzing these figures still further it will be seen from the statement that the exports of merchandise in the above period increased from \$260,180,167 to \$294,977,863, being an increase of \$34,797,696. The imports of merchandise increased from \$358,170,830 to \$360,287,027, being an increase of \$2,116,197.

Similarly it will be seen that the figures for the eleven months ended February last increased considerably over the same period in 1908. The total trade in merchandise increased from \$567,064,221 in 1908, to \$602,308,775 in 1910, being an increase of \$35,244,554. Including coin and bullion it will be seen that the total trade of Canada during the eleven months period mentioned increased from \$589,775,974 to \$610,577,981.

In all the above comparisons the periods for 1910 are compared with the same periods in 1908, as the latter was the greatest year in the history of Canadian trade.

In the first year of Confederation the trade was \$131,027,532. In sixteen years the trade had increased by nearly a hundred millions. For some years it fluctuated, and in 1897 it was \$239,025,000. In 1899 it passed three hundred millions; in 1903 it passed four hundred millions, and was more than three times the trade of 1868. In 1906 it passed five hundred millions, and was four times the trade of 1868. In 1908 it was five times the trade of 1868. In the following year there was a decline, and this year it is likely that the record of 1908 will be broken.

If the figures of domestic trade could be obtained, a still more remarkable increase would be shown. For some years after Confederation there was practically no trade between the east and the west, as we now call it. Winnipeg, Calgary, Edmonton, Vancouver, as large consuming centres, are all of recent date. The population of Toronto has been more than trebled since 1884, and its assessment quadrupled. Together with a rapid growth of agricultural population in the

west, there has been a rapid growth of manufacturing industry in the east. As the Toronto Star says, the colony has become a nation, with national responsibilities.

BUILDING OUTLOOK BRIGHT.

Statistics compiled for the first three months of the year show an increase of 65 per cent. for Canadian building over the first quarter of 1909. Almost every city and town in the Dominion reports an increase. In fact, the only centres showing decreases are Fort William, Halifax and Windsor.

The western cities, especially, are showing building activity. Regina is pushing forward its claims as a commercial centre. Moose Jaw, too, is showing a remarkable advance, while at Saskatoon and Stratheona governmental and educational establishments are going up. Brandon, Winnipeg, Vancouver, Victoria, Lethbridge and other western cities show splendid increases.

But all the advances are not confined to the west. St. John and Sydney more than offset the decrease at Halifax, and Quebec, Sherbrooke and Montreal have taken out permits averaging nearly 50 per cent. above those of 1909.

In Ontario, Ottawa, Hamilton, London, Stratford, Lindsay, Kingston, Peterboro, Port Arthur and Collingwood show even greater increases than the Quebec cities, while Toronto also shows a gain over last year's record totals. The permits granted in Toronto to May 1 total over \$4,000,000.

AN UNBUSINESS-LIKE SYSTEM.

No record is kept by the Post Office Department of the franked mail matter which it yearly handles. It keeps a record of nearly everything else, but when it comes to dead-head stuff which passes through the mails no figures are accessible to the economist, business man, or anyone else, who may be of an enquiring mind.

Possibly the Post Office Department is actuated by the same motives as the man who does not keep a record of his wines and cigars, because he does not wish to be brought face to face with the facts of his extravagance.

If franking or the carrying of dead-head mail matter was confined to the members of Parliament it would not be so bad. The trouble is, the friends of the said members also enjoy the privilege of sending letters and other matter through the mails free of cost.

The maw of the franking system undoubtedly has a pretentious capacity, but how pretentious it is none but the gods know. To business men, however, it would be particularly interesting to learn how many tons it annually swal-

lows and at what cost. All that the man on the street knows is that there are 221 members, plus an army of friends, innumerable as the sands of the sea shore.

The revelation of the facts would probably lead to the abolition or at least curtailment of the system—which would be business-like.

EVOLUTION IN THE TINSHOP.

Conditions of a generation ago were vastly different than those which exist in the modern tinshop. Then the making and repairing of household utensils made up the largest share of the work done, where now this work is done more cheaply by the large manufacturers, and chief reliance must be placed upon work in connection with the heating and building trades.

It is true that milk cans, pails, etc., are still made in thousands of tinshops throughout the country, but as a rule this is done to keep the tinner engaged in slack times, the scarcity of tinsmiths making it desirable to keep a good workman when one is secured. A sufficient demand for "home-made" buckets, etc., can be created amongst farmers and dairymen to allow of the disposal of the local product at profitable prices if the proper equipment is installed to aid in their manufacture.

The changed conditions have resulted in making the tinner more of a business man than a mechanic, work at the bench and pattern table giving place to figuring contract jobs, which require closer application and carry greater responsibilities. Instead of a mistake costing a sheet of tin, it may now cost all the margin of profit on a big job. Commenting on the modern tendencies in the sheet metal trade the "Sheet Metal Shop and Pattern Cutter's Magazine," a new monthly recently established in New York, says:

"The conditions in this trade are rapidly changing. The sheet metal worker who attempts to make heater pipe elbows in his own shop is losing money unless he has special equipment for that work. The same is true of much of the cornice work. The diamond bosses can be purchased cheaper from the stampers than, if only a few are wanted, the pattern can be cut. The power squaring shears may seem a luxury to some, but the low cost of an electric motor and the slight expense for current will be quickly offset by the increased rapidity of the work. The bench punch, or, better still, the gang punch, pays for itself in a short time when intelligently used. To achieve success one has to be either a thorough business man, knowing the practical side of the business, or a workman who is intimately acquainted with

the details of business and who is able to figure cost."

DEVELOPING A TOURIST TRADE.

By W.B.C., Victoria B.C.

The first essential to tourist trade is, tourists. If you have them not, hie you to your neighbor and form a tourist association, a development league, a boosters' club, call it what you will, but see that it works. If your town has attractions, good fishing or hunting, close to hand, pretty scenery, or anything that is at all remarkable or desirable, put it forth that all may know and very soon you will have real tourists and a good tourists trade.

In catering to and getting the trade of tourists several things are necessary. Study your locality. If you are near the U. S. border, a fine line of English cutlery will find a very ready sale to any visitors from the other side of the line, where the duty on these fine goods is almost prohibitive of their sale. A special line of pocket cutlery could be secured, stamped with the name of the city or some public building engraved on the handle, but in order to sell these goods must be of the best quality and made by some very well known maker.

A line of useful souvenirs could be procured and kept on show during the tourist season.

A very good trade can be done with visitors, if you have good fishing in your vicinity. Make good displays and advertise the fact that you can give information as to the best places to visit to get good sport. During the shooting season similar methods can be employed.

Native curios, such as Indian made wares, basket work or stone or wood, they will all find a place. On special occasions, such as during fairs, First of July celebrations, etc., make good displays of these goods in your show windows.

English table cutlery of good quality with white celluloid handles will sell very readily to American tourists, as they cannot get that line of goods on their side of the line.

The writer has had some years experience in catering to the tourist trade, and has found that efforts along these lines has given very good results.

Here we have a development league, with a permanent secretary, whose work is to advertise the various attractions of the city. This official is paid out of subscriptions collected by a committee from the merchants and transportation companies, who will benefit most from this class of trade. Our first effort is to get the tourist here, then if we have what he wants we reap the benefit.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Spelter—Cut of ¼c.

Toronto.

Prepared Paints—Advance of 10c a gallon.

MONTREAL.

April 29.—As we anticipated last week spelter has received a cut of ¼c. The trade has not shown any falling off, but the markets, both at London and St. Louis are showing a steadily receding movement. This naturally in the long run has affected local prices. Copper, in sympathy with New York, is weak in tone, but unaltered at 14c. Tin is unchanged. The primary markets have fluctuated, but remain about the same over the week's trading. Lead remains the same.

Trade generally is good. The smaller users are buying freely, and are keeping in good touch with the markets. Some heavy jobbing orders have gone through during the week, while good business has been placed for imported iron, plates and sheets. A stray movement is noticed in finished steel at firm prices.

The gradually improving water service is stimulating business, and heavier trade is reported from those places which use boat delivery. The Lachine canal is being rapidly fixed up, and when opened the whole service will be in full swing. Some heavy cargo boats are on their way, and iron will arrive at the commencement of May.

Prospects look undoubtedly good for trade locally, and adequate support from the primary markets, would make things rush. At present, users, while buying freely for immediate needs, are not over confident as to the markets.

Pig Iron—The situation is unchanged from last week. The port is now on the point of waking up, and shippers are ready to rush out the iron that is so badly wanted, as soon as it arrives. Inquiries are good, and heavy business in imported iron is expected all through the season. Domestic furnaces are still apparently not looking for business, which makes it all the better for importers. Domestic prices are around \$22. We quote imported: Middlesboro, \$17 to \$17.50; Summerlee, \$20.25 to \$20.50; Cleveland, \$18, and Carron special, \$20. The U. S. markets are reported as being of a dull character. Bookings are disappointing, although current business is reported as being pretty good. Curtailment in pig iron, as well as in steel is being done, although slowly. The mid-summer dullness is being faced resolutely. Cleveland warrants have apparently struck a snag, and the Old Country markets do not seem to be panning out so well as expected.

Tin—Tin is unchanged at 35c. Trade is remarkably good, and the outside buying is very active even for this time of the year. There is plenty of interest taken in the markets, and many users are apparently waiting a good opportunity to step in and buy heavily. The English market is unchanged on the week's trading. It is reported that supplies are being held back in the East, and this with the good demand from the States may help in a stronger bull movement.

Copper—No change is reported in copper, and good trade is being done at a jobbing price of 14c. The weakness shown in the markets due to the situation in New York, has not tended to encourage trade, and the fact that so much has been done is very satisfactory. The New York market is reported dull with exportations still falling off. It is expected that producers' stocks will show an increase for April. The English market has fallen away showing a lower price than at any time during the present year.

Spelter—As we anticipated spelter is cut ¼c and is now \$5.75. Trade is very good, and the larger users are taking more interest in the market. The cutting is only natural considering that both London and St. Louis are steadily falling back. In these markets buying is dull and holders are now anxious to sell.

Lead—Lead, both domestic and imported, is unchanged. Trade is reported as showing improvement especially in small lots. The English market is very steady, but without much character.

P.

TORONTO.

April 29.—All the metals are much steadier this week and the market is firm. There are no price changes to report. Iron and sheets are in big demand again, and copper, too, is being largely consumed. Stocks of these metals are being lowered in consequence.

Speculation is yet indulged in regarding the movement of Lake Superior ore this summer. The expectation is that 50,000,000 tons will come down this year against 42,500,000 in 1909. Some doubt is expressed, however, that it will bulk so heavily, because the early months' business so far this year hardly warrant so heavy a movement.

Pig Iron—There is good inquiry for car lots of pig iron. The market is firm and steady. Stocks are getting lower, especially English and Scotch irons. New importations are not expected in before the latter part of May. The exports of iron and steel from Great Britain in 1909 were 4,218,063 gross tons, valued at £38,280,032, against 4,096,521 tons the previous year. Local quotations remain at last week's figures. Summerlee, from \$23 up; Glengarnock, \$23; Jarro, \$21.25; No. 1 Middlebro, \$21; and Canadian foundry, No. 2, \$22.

Copper—Consumption of copper at present is enormous, and business is really active. Of course production too, is very heavy. Quotations are unchanged from last issue, the prices asked range from \$13.85 to \$14 a hundred for casting and lake ingots, Canada's production of copper last year amounted to 54,061,106 pounds, an increase of 2 per cent. over the previous year. Of this amount 37,000,000 pounds were produced in British Columbia. Ontario contributed 15,746,699 pounds to the total. Practically all of this copper was exported. The value of the exports was set down at \$5,832,246.

Tin—This metal is steady again, and the market is firm with activity showing. Supplies in England are low, but New York states that stocks are ample. The quantity of tin coming out of the East is very small this month, the rubber craze has affected some parts of China and labor is being diverted from the tin mines to the rubber plantations. The decrease of tin supplies amounts to about 10 per cent.

Lead—There is only a small demand for lead just now. Quotations remain at \$3.70 for domestic and \$3.80 for imported, unchanged from last week.

Spelter—There is somewhat more inquiry for this metal, and this has stimulated interest in spelter. The price is unchanged at about \$5.90.

Plates and Sheets—Business is still brisk for black sheets, tinplates and galvanized sheets. Deliveries are hard to obtain. Stocks are low. The higher prices of last week hold, and the market is firm.

Old Materials — Prices offered by dealers for old metals are more uniform this week: Heavy copper and wire is 11½c; light copper bottoms, 10½c; heavy red brass, 10½c; heavy yellow brass, 8½c; light brass, 6½c; tea lead, 2½c; heavy lead, 2½c; scrap zinc, 3½c; No. 1 wrought iron, \$11.00; machinery cast scrap, No. 1, \$15.50; stove plate, \$13.00; malleable, \$8.00; miscellaneous steel 6.00; old rubbers, 8½c.

HARDWARE MARKETS

MONTREAL.

April 29.—Trade so far is well ahead of the last two years, and the improvement promises to be further accentuated as time goes on. There is a exceedingly brisk movement to goods, and the

continued assorted character of the orders show how general must be the consumptive demand. Travelers report that retail merchants are very satisfied with the situation, and are ordering more confidently.

The warm weather has improved the purely local trade which has been somewhat quiet compared with other territories. Builders hardware has been in strong demand showing the strength of the building operations. Generally house cleaning lines have been in very active call, with seasonable goods moving out well in a sorting up way. Hose, mowers, lawn tools, freezers and hammocks are most prominent. Bookings for guns and ammunition, lanterns, and sleigh bells are coming in steadily.

The markets are practically unchanged this week. A firming in wire lines has been rumored, but nothing yet has been announced. All lines are firm, and the fall may see some big changes. Altogether the tone of trade is very good, and the utmost confidence is expressed.

Spring Lines.—Mowers are moving in very great strength, and this year will prove one of the best for manufacturers of this line. Hose is also in good demand. Other seasonable lines are being shipped freely in a sorting up way. Orders keep of a very assorted character. No changes are announced, and we quote: Lawn mowers, low wheel, \$2.55 to \$2.75; 9 in. by 12, \$3.30; 9 in. by 14, \$3.55; 9 in. by 16, \$3.80; 10½ in. by 12, \$5.15; 10½ in. by 14, \$4.25; 10½ in. by 16, \$4.65. Garden hose, good quality, 60 off, medium 60, 10 and 10; fair 70 and 10. Hose nozzles, \$3.50 per doz. up. Couplings, \$1 per doz.

Builders' Hardware.—The local trade seems to have picked up well lately, and in common with the rest of the country is very prominent. Good class trimmings are showing more vitality than ever. No changes in prices are announced, and we quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts.—The market is reported firm, with good trade offering. The large construction centres are buying in very great strength. We quote: Discounts on carriage bolts, ¾ and smaller, 70; machine bolts, ¾ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Miners' Supplies.—Representatives in the mining districts report the utmost activity. The mines are being worked actively and prospectors are buying equipment. We quote: Miners' picks, 16½c; pick handles, \$1.85 a dozen; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

Harvest Tools.—The warm weather has quickened farming activities, and with the roads now in good condition farmers are freely buying. The season is well advanced in most places, and harvest tools are showing signs of greater activity. The market is unchanged and we quote: Harvest tools, 50 and 5 off; sythes, cast steel, \$6 better grades, \$7 and up; grass hooks, \$1.60 to \$2 per doz.

House Cleaning Lines.—Jobbers report a strong healthy demand in all lines of house cleaning goods. Orders now are of a sorting up character, the biggest bulk of the goods moving last month. Rush is the instruction now, showing that dealers are feeling a good call. Mops, scrubbing dusters, vacuum cleaners, dusters, window cleaners, polishes and other lines are prominent.

Heavy Hardware.—Heavy hardware is in good demand and shows up in much better strength than in the last two years. No change is reported and we

quote: Chain coil, ½, \$5.25; ¾, \$3.80; 1, \$3.50; 1½, \$3.25; 1, \$3.25; anchors, 40½ lb. up; merchant bar iron and mild steel, \$1.90; steam gauges, \$1.50 each up; injectors, \$4 to \$18 each; and steam gauges, 35c to 80c.

Wire.—Rumors as to wire firming are floating about, but nothing definite has been announced. We quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire No. 9, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30 straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

April 29.—All the local hardware houses continue to report business exceedingly active. Shipments of seasonable spring and early summer goods are heavy. Outdoor agricultural and garden implements, housecleaning articles, lawn goods, builders' hardware, and general shelf hardware are most prominent.

There are no price changes. Lawn mowers are at a more uniform price and in general are at 50 per cent. off. These mowers have been selling very freely this week.

Seasonable Goods.—Demand for summer lines is growing rapidly. Refrigerators are coming to the front well, and sales of lawn mowers have been splendid all week. Deliveries of hose are slow as yet, but are opening up well. Lawn hose has been booked pretty extensively. Lawn seats, ice cream freezers, water coolers and ice chests are only fair sellers as yet. Great quantities of shovels, rakes and kindred implements continue to move forward, and also fence wire and poultry netting.

Household Goods.—Washing machines are still particularly active, as also are tubs and pails. Screen doors and window orders are getting larger. Coal oil and gas stoves are selling well.

Builders' Hardware.—Trading is steady just now—somewhat better than at this time a year ago, especially to outside points. There is, however, no particularly outstanding feature in the situation if we except the labor uncertainty in Toronto. Demand covers a range of standard lock sets and shelf hardware generally.

Tools.—Hammers and saws continue to be called for quite largely. Machine tools and supplies are also heavy in demand. Generally, tools are selling fairly well, though the run is not for any particular article, apart from hammers and saws, but rather for a range of individual articles.

Sporting Goods.—Hammocks made their first appearance in shipments this week. They are expected to go out well this season. Some tennis and croquet sets have gone forward as well. The big demand, however, is for baseball supplies and fishing tackle and outfits. Lacrosse goods are not up to last spring's sales so far this season.

Heavy Goods.—Bar iron is the best moving line at present. Buyers are uncertain as to expected prices on wire rods. Pipe is selling fairly well. Nails continue to show up more prominently as the season advances. Blacksmiths' tools and repairs are brisk. Structural steel, too, is very active.

Cutlery.—Razors and scissors are the prominent articles mentioned in orders. Some presentation carving sets and cases of table cutlery are being displayed prominently. Silverware, brassware and cut glass, also, are being shown. Sales, however, are not heavy.

U. S. IRON TRADE.

Cleveland, April 28.—The Iron Trade Review says: The market in general is exceptionally quiet, and in many ways appears to be somewhat weak, but makers state that in finished lines specifications against running contracts compare favorably with orders entered on mill books during the corresponding period in March. New business coming out at this time is comparatively light, and is being handled in a quiet way. So far there has been only slight curtailment of production in finished material, but further action along this line may be taken in the very near future. Notwithstanding the quieter tone of the market, prices are being fairly well maintained. Demand for sheets and tin plate is heavy. Demand for steel bars is fairly active, but the bar iron market is weak and prices are irregular. Furnace interests are curtailing production of pig iron on which low prices are reported.

BOUNTY ON WIRE RODS.

Ottawa, April 27.—Hon. Mr. Fielding has given notice of the following resolution:—"Resolved, that it is expedient to provide that no bounties shall be payable in respect to rolled round wire rods after June 30, 1911, under the provisions of the act of 1907 respecting bounties on iron and steel, except on such rods as may have been otherwise entitled to the payment of bounties, and which were on or before the said date sold to wire manufacturers for use or used in making wire by the makers of such rods in their own factories in Canada."

F. V. Samwell, who has succeeded J. H. Brent, as representative of Caverhill, Learmont & Co., Montreal, in Northern Ontario, will reside in Guelph.

J. S. Larke, Canadian Trade Commissioner in Australia, who died on April 24, was manager of the Oshawa Stove Works prior to his appointment to public office about twenty years ago. Mr. Larke was editor of the Oshawa Vindicator and widely known as a political speaker. He succeeded Postmaster Carmichael, as manager of the stove works, and remained with the company until the business was wound up. The plant is now occupied by Fittings, Limited.

HARDWARE TRADE GOSSIP

Ontario.

J. R. Henderson, president of Brandram-Henderson, Ltd., Montreal, was in Toronto for several days this week.

T. J. Rohl, Norwood, has sold his business to J. W. Rork and the stock is being moved to the latter's store.

James Langmuir and Co.'s paint mixing mill at Wychwood, (Toronto) was damaged by fire on April 26 to the extent of \$5,000.

The Dennis Wire & Iron Works Co. have been authorized by the Dominion Government to increase their capital from \$50,000 to \$100,000.

The Canada Bolt and Nut Co., Toronto, has been granted a license by the Ontario Government to transact all matters comprised within their letters of incorporation. Thos. H. Watson, general manager, is appointed attorney.

J. A. Brent, formerly traveler for Caverhill, Learmont & Co., Montreal, and Fred. C. Baker, recently with Rice Lewis & Son, Toronto, opened a retail store at Eglinton (Toronto) on Thursday last, under the name, the Eglinton Hardware Co.

Quebec.

R. H. Smart, of Brockville, Ont., has been visiting Montreal hardware circles.

J. R. Pierson, of the Asbestos & Asbestic Co., Asbestos, Que., was in Montreal calling on the trade.

Frank Conaughton, of the Standard Sanitary Mfg. Company, has returned to Montreal from a trip to Quebec.

M. Devine, of Devine & McGarry, Renfrew, Ont., has been renewing old acquaintances with the Montreal Hardware trade.

Sidney J. Comber is now manager in Montreal for Henry Rogers Sons & Co., of Wolverhampton, Sheffield, and South Wales.

The E. Cavanagh Co., Montreal, are making extensive alterations to their store. A new front and hardwood floors have been put in, making a great improvement to the building.

The Canada Flax Fibre Co., Montreal, has been granted supplementary letters extending their powers to include the manufacture of oil and other by-products of flax, cordage, twine, etc.

Dr. Thomas Chalmers Brainerd, founder of the Hamilton Powder Company and the Dominion Cartridge, Montreal, died on Sunday in Montreal. Dr. Brainerd was born in Philadelphia, and entered the United States army as assistant surgeon, and received two brevets for his services during the war of the Confederacy. He resigned from the army to take the position of superintendent of the Laflin & Rand Powder Company. In 1876, he removed to Canada and became president of the Hamilton Powder Co., afterwards

founding the Dominion Cartridge Co., of Montreal.

Western Canada.

Brown & Davis, hardware merchants, Strathmore, Alta., have dissolved, W. L. Brown continuing the business.

E. Fawcett, of Wawanesa, has accepted a position as tinsmith in L. H. Phillips hardware store, Cartwright, Man.

United States.

Negotiations have been completed whereby the Gurney Heater Co. is to move its plant from East Boston to South Framingham, Mass. The company has taken over 22 acres of the land, and the factory will probably be in operation within the next year. The main building, which will be of cement or brick construction, will be L-shaped, with a total frontage of 1,500 x 750 ft. on each of the two sides, and the estimated cost is \$250,000. The company manufactures hot-water heaters, steam boilers, radiators and ranges. At its East Boston plant the company employs 400 men, and it is very probable that more will be employed in South Framingham. The Gurney Heater Co., is a branch of the Gurney Foundry Co., Toronto, the Boston business having been an outgrowth of the Halifax agency of the Toronto Co. about 30 years ago.

PATENT INFRINGEMENT CASE.

The Muralo Co., an American company, has secured judgment in the British High Court against W. R. Taylor & Co., restraining the latter from passing off a distemper manufactured by him under the name of Murillo or any other name calculated to deceive the public. The judge said it seemed to him the name Murrilo had been taken dishonestly by the defendant so as to resemble as closely as possible the name of the plaintiffs' goods, and with a view to steal their trade in the particular article. He, therefore, issued an injunction, and, an order for delivery up of the labels, wrappers, catalogues, etc., bearing the name, and an account of profits, the defendant paying the costs of the action.

MAKING OF IMITATION RUBBER.

The price of pure Para India rubber, which in 1903 was 88 cents per pound, rose last year to \$2.25 per pound. This increase in price gives additional interest to the processes of regeneration of waste rubber and of the manufacture of substitutes. The regeneration of vulcanized India rubber consists in removing the sulphur, which was added in the process of vulcanization. The scrap rubber is assorted according to quality, and is treated either with sulphuric acid or with potash, for the purpose of destroying fibres of cloth, etc., and of removing the greater part of the sulphur. The material is then ground and washed. This regenerated India rubber is used

only as an addition, in small proportions, to new rubber. Artificial or imitation rubber is made by methods which resemble the process of vulcanizing natural India rubber; for example, by treating linseed oil with sulphur or sulphur chloride.

GURNEY'S NEW WAREHOUSE.

The Gurney Foundry Co., Toronto, will next week open their new warehouse on Adelaide street in the rear of their King street works. It is a three-story structure 180 x 106 feet, giving a floor space of about 20,000 square feet. A galvanized iron runway leads from the old factory to the new warehouse, which is intended exclusively for the housing of the cast iron goods.

It will now be possible to systemize the working of the factory by running the cast iron stoves through their process of manufacture to the left, on to the new warehouse, while the steel products will work their way in the opposite direction.

The company's plant at Toronto Junction has also been enlarged recently.

FALSE PRETENCES CHARGED.

A. W. Cooper, the former Nutana, Sask., merchant, has been charged in the Saskatoon police court with obtaining goods under false pretences. Frank B. Matthews, acting for the Marshall Wells Wholesale Hardware Co., Winnipeg, preferred the charge against him, and Mr. Arnold, the credit man for the company and the traveler who did business with Cooper was present to give evidence in reference to the deal that was made. "Cooper," said Mr. Arnold, "had received goods valued to \$856.20 from the Winnipeg firm and that there was still owing some \$530. The difference he said, was accounted for in a dividend received from the assignee."

Letters and contracts were filed as exhibits and the evidence adduced went to show that Cooper had received the goods and had not paid for them. Magistrate Brown said that he was convinced that the evidence was sufficient to warrant Cooper being committed for trial.

It is the intention of the wholesale houses of the west, acting with the various governments of the provinces to follow and prosecute any merchant attempting to defraud their creditors in this way.

A new style of hot air furnace was recently tested in the street cars of Des Moines, Ia. In the front vestibule there is a four-cornered stove affair. Just above the stove is an electric fan. This fan shoots the hot air from the stove down a long duct that extends the full length of the car beneath the side seat. Little registers located at short intervals send the hot air into the car. The effect is to make the back of the car as warm as the front. It is stated that the plan worked successfully.

NOVELTIES AND NEW GOODS

CIRCLE WATERPAN FURNACES.

The James Stewart Mfg. Co., Woodstock, Ont., are introducing an important feature in furnace construction in their 'Good Cheer' circle waterpan furnace for 1910, and in a catalogue now being printed the importance of proper humidity in the air is strongly empha-

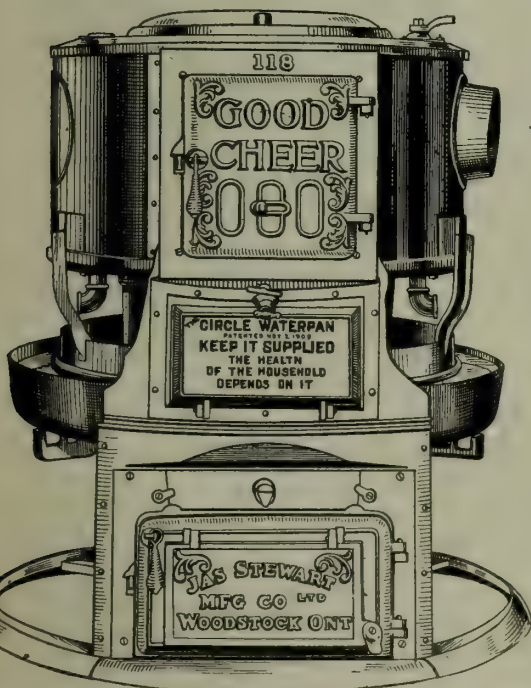
sitting room. Our grandparents recognized the added comfort which the steaming water on the stove afforded them, and as they grew old and their vitality gradually decreased, greater humidity and higher temperature were necessary for their comfort. The evil effects of insufficient humidity, although



Ball-bearing Circle Waterpan.

sized. The catalogue will be a valuable handbook on this important subject, and all instalers of furnaces should forward their names for a copy of the book.

The circle waterpan and its location on the "Good Cheer" furnace are illustrated in the accompanying pictures,



Good Cheer Furnace With Circle Waterpan.

while the development of the idea and method of its application are described in the following extract from advance proofs of the catalogue:

"As far back as you can remember, you can recall the ever-present kettle or pan of water on the heating stove in the

very certain and very serious, are not always immediate, as the power of the organism to adjust itself to surrounding conditions is very great, and perhaps as great in regard to the endurance of very dry air as anything else, yet this power is greater in seeming than in reality, for sooner or later such air produces disease and shortens life.

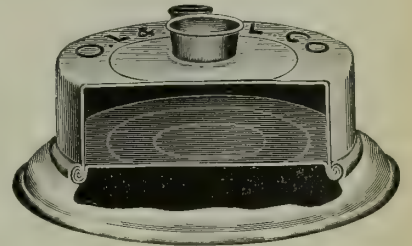
"The manufacturers of Good Cheer furnaces in their study and investigation of the house-heating problem, had several circumstances brought to their notice almost simultaneously, which directed their immediate attention to the question of humidity, and their investigations, which included the services of authorities on the subject, research and experiments, proved beyond a doubt that not only were our homes over-heated, but that the source of many of the ills was directly traceable to the lack of humidity. After exhaustive tests, the circle waterpan is now obtainable with the Good Cheer furnace.

"This pan, which is in the form of a complete circle, and is located so as to surround the firepot, is made of heavy cast iron, suitably coated to prevent rust, and is of a capacity of from four to six gallons, according to size of furnace. It is mounted on roller bearings, so that every inch of its surface can be readily cleansed through the door opening provided. This is an important feature, covered by our patents, without which a circle pan would be a menace rather than an improvement, as the waterpan must not be allowed to become foul. The pan door opening is placed just below the feed door, where it is readily accessible, and the door opening down forms a spout or funnel through which the pan is refilled.

"In humidifying the air as it passes through the furnace, it is desirous and necessary that it be effected uniformly and thoroughly, and the circle pan affords the only means of accomplishing this. The ordinary pan in the average furnace is located at the front or at the side, and as air follows the line of least resistance, it will be easily seen that in passing the pan it will rise and flow through the pipe immediately over it, and as a consequence the balance of the warm air pipes get but hot dry air. This is not possible with the use of the circle pan, as all the air entering the furnace must pass it on the way up, and in absorbing moisture as it goes, every warm air pipe, whether one or ten, gets fully humidified air, and uniform humidity all through the house is the result."

LANTERN IMPROVEMENTS.

The accompanying sectional view of the double seamed oil well in the 1910 "Banner" lantern, made by the Ontario Lamp & Lantern Co., Hamilton, shows how in their process of manufacture the soldered bottom is done away with and danger of leakage eradicated. It also allows an extended foot being placed on the lantern, thus keeping the bottom from

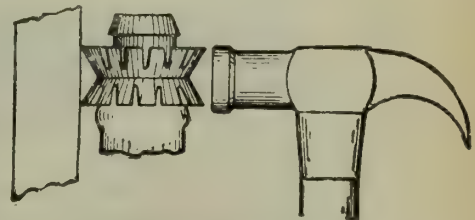


A 1910 Lantern.

the ground and eliminating the danger of rust and materially prolonging the life of the lantern.

PERFECT CLINCHER HOSE MENDER.

The Perfect Clinching Hose Mender being placed on the market by Stuber & Kuck, Peoria, Ill., is said to adjust itself and make a mend that will not leak or pull apart, whether the hose

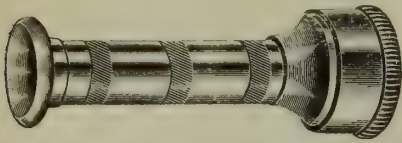


Adjusting Hose Mender.

be old or new, thick or thin. The mender is complete in one article, there being no projecting parts when attached to the hose. It slips into any hose easily and no tools are required but a hammer. The method of connecting the hose is shown in the illustration, the clamp being hammered into the two cut ends of the hose, which is gripped both inside and out, and is said to be left as smooth and strong and tight as

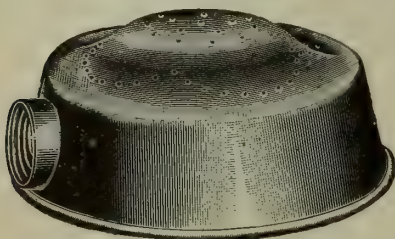
when new. The clamp is made of brass and coppered steel, for $\frac{1}{4}$, $\frac{3}{4}$ and 1-in. hose.

The same firm makes the square fountain sprinkler and universal nozzle shown in the accompanying illustration.



Universal Nozzle.

tions. The latter is a quick-repair nozzle having no complicated parts or packing. Should it begin to leak all that requires to be done is to simply screw it a little tighter or insert a common coupling washer. The square sprinkler throws a wide spreading square spray, making it possible to throw the water into corners or along

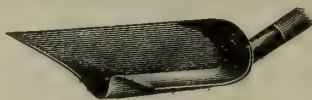


Square Fountain Spray.

a walk without wetting passers-by. These goods, with a snap hose coupling, made by the same firm, are marketed in display boxes containing one dozen lots. Circulars will be sent when asked for.

LAWN EDGE TRIMMER.

The Imperial Bit & Snap Co., Racine, Wis., is placing on the market the imperial lawn edge trimmer, shown in the illustration. With this tool the rough, straggling, overhanging grass along the walks can be cut in a few minutes. It



PAT. APPLIED FOR



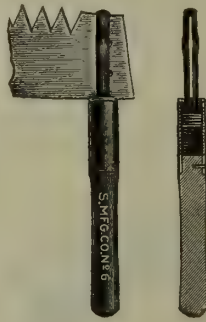
Imperial Lawn Edge Trimmer.

plows a U-shaped trench, delivering the cutting on the walk, and making a clean, even edge. It is a handy tool for every man who has a lawn to take care of.

CROSS-CUT SAW HANDLE.

A new handle, known as No. 6, being marketed by the Simonds Canada Saw Co., Montreal, Vancouver and St. John, is rightly described as neat and strong.

The illustration shows the mechanical construction. Made with malleable iron loop casting, the loop screwing up into a threaded ferrule at the bottom of the



New Crosscut Saw Handle.

handle. Ferrule made exceptionally strong, bringing liability of breakage down to a minimum. This handle was designed by an experienced woodsman and met with immediate success.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

Summer Hardware Specialties—E. T. Wright & Co., Hamilton, manufacturers of tinware, bird cages, lanterns, etc., are mailing to the hardware trade their 1910 summer catalogue, which contains a number of suggestions of specialties and novelties suitable for the hot weather trade. One of the new articles for this season's trade is the "Wright's 1910 pattern new improved cold blast lantern." It has a two-piece plain pressed tube reinforced so that it is impossible to dinge it; the handle remains erect when set down; the lift lever and lock

dish pans, etc., in addition to the dip-pers, boilers and dairy pails, which Wright & Co have been making for some time.

Roofing Supplies — The annual spring catalogue of Wheeler & Bain, Toronto, makers of tinmiths' supplies and furnaces, has just been published for circulation among the trade. It deals with the various lines of galvanized iron roofing supplies, eavetroughs, corrugated roofing, siding, sheets, pipes and elbows, conductor pipes, ventilators, solder, skylights, cornices, metal windows, galvanized iron sheets, tinplates, etc., made and handled by the firm. A separate department of the catalogue is devoted to "Success" hot air furnaces and stoves. Farmers' feed cookers and campers' cook stoves are novelties dealt with in that section.

Registers and Ventilators—The Tuttle & Bailey Mfg. Co. of Canada, Bridgeburg, Ont., are at present issuing their catalogue and price list No. 63, which describes in detail the products of their plant—registers, ventilators, grills and screens, made in brass, bronze, iron and steel for floor, wall and ceiling. All the standard lines are dealt with, but only a few, because of lack of space, of the special designs are included in the booklet. The parts of T. & B. goods are interchangeable and in size are standardized with tin pipe goods, so that all boxes fit the registers. Some of these goods have the vertical wheel movement, and others the glide; some are operated by pulleys, self indicating, and others have the lock movement. All the goods have seven or eight different finishes.

SIMONDS NEW STEEL MILL.

The Simonds Mfg. Co., of Fitchburg, Chicago and Montreal, announce the completion of plans for the erection of a new steel mill at Lockport, N.Y. The contracts call for completion of the building and installation of machinery so that production will begin by October 1. The initial investment will be fully a quarter of a million dollars.

In addition to the three plants and the new Steel Mill, the Simonds Mfg. Co. has branch houses at New York, Portland, Seattle, Wash., New Orleans, San Francisco, Vancouver, St. John and London, England.

The first and original Simonds plant was organized 78 years ago in Fitchburg, Mass., where less than a decade ago a wonderful new plant was erected and the old ones discarded. The new plant has since been enlarged and is already feeling the strain of the demand upon it. The Chicago plant, the Steel Mill, was erected that the proper business advantage might be taken of labor, coal, markets, etc., and the Montreal plant was added a few years ago to serve the demands for the Simonds products in the Canadian lumbering operations and in other directions. But, vast as this equipment all is, it has not been enough and the Lockport plant is planned on lines to meet immediate demands and to provide for a long future growth.

Trade News from the Atlantic to the Pacific

Halifax Gets Low Quotation on Cement — London Bolt & Hinge Plant to be Sold—Western Merchants Experiencing difficulty in Securing Delivery of Goods.

HALIFAX.

April 25.—The works department of Halifax opened tenders this week for a year's supply of hardware. The contract usually amounts to about \$8,000, and sometimes there are "extras." The tenders are from Wm. Robertson & Son, A. M. Bell & Co. and the Lawrence Co. The tenders are very close and were referred to the City Engineer to figure up which is the lowest and report back to the board. Among other tenders accepted were one for cement from Brookfield Bros., the quotation being 40½ cts. per 100 lbs. net.

The first big contract of the season was awarded at Sydney this week, when Rhodes, Curry & Co.'s tender was accepted for the construction of the new County Academy. Their tender was \$52,000. There were four other tenders running up to \$59,000. The building is to be of Sydney pressed brick, with stone trimmings, and an indirect heating system. Work will be started on the new building at once. This firm also has under construction in the same city, St. Andrew's church, the contract for which was \$42,000.

Jobbers say that business continues good and that paints, oils brushes, varnishes, white lead, and fishing supplies are in good demand. Collections are very good for the season of the year.

ST. JOHN.

April 27.—What promises to be a very effective business-getter has been prepared by a local hardware house in their advertisement in the semi-weekly newspapers. It is in the form of a three-column display "Ad." with the heading "————'s Messenger." Illustrated with attractive cuts it tells in a very interesting way the uses of various seasonable goods, which are likely to be required by the people in the country, which the publications mainly reach. In the initial messenger in last week's papers such lines as wire fencing, poultry netting, pliers and stretchers, etc., were shown and their uses explained, there were also sections devoted to paints and paint brushes, roofing, pumps, grindstones, wheelbarrows and garden tools, etc., with the prices given in each instance.

The idea is something different from the usual line of advertisement and the catchy heading is likely to bring results.

F. Neil Brodie, architect, of St. John, is preparing plans for a new school building at Moncton. The structure will be of brick and stone with concrete foundation, and tenders will be called for in a few days.

W. H. Thorne, of W. H. Thorne & Co., has returned home after an extended tour through the Southern States.

OTTAWA.

April 26.—Business is very good now and garden implements and fishing

tackle seem to be prominent articles for window displays.

The stock of Granes Bros. was all disposed of by auction, W. A. Rankin securing the builders' hardware and W. G. Charlesan the cutlery and other stock. The latter mentioned has also acquired the business of Thos. Share, but is continuing it for the present under the old firm name.

Butterworth & Co. announce a retiring sale, and from information obtained, the purpose in view is the winding up of the estate.

The officers elect for the ensuing year of the Ottawa Retail Hardware Association are:—President, F. W. Mahon; 1st

grade deposits have been found. Arrangements are now under way to have the mine developed.

There will have to be a decided reduction in the plans if the Metallurgy building at Queen's is to be erected this year. It is understood that the lowest tenders will amount to \$60,000, whereas only \$40,000 is at the disposal of the mining school engineers.

LISTOWEL.

April 20.—S. L. Adolph, who a couple of months ago succeeded Adolph & Bonnett, has a very neatly arranged store, as will be seen in the accompanying picture, recently taken, Mr. Adolph being behind the counter ready for business. The large area of shelf boxes along the left wall and the neat metal ceiling give the store a very attractive appearance, while the large and orderly display of heating and cooking goods on the right side also adds to the attrac-



Interior of S. L. Adolph's Store at Listowel, Ont.

Vice-pres., A. Newlands; 2nd Vice-pres., A. Whittan; Treas., Wm. A. Rankin, and Secretary, J. Cowan.

KINGSTON.

April 26.—Elliott Bros. were successful in securing the contracts for the heating, plumbing and galvanized iron work on the new school at Bath.

Everything points towards a large amount of building in the city this summer. So far this spring, permits have been taken out at the city engineer's office for fifteen dwellings.

What is looked upon as a rich find, has just been discovered near Arden, in a silver vein. The lead was discovered by C. Ritchie, who sent samples of it to New York. This showed a high percentage of the white metal. An expert, from Toronto, says that the outlook for the mine is promising. The rocky ridges in Kennebec are nearly all mineralized, to an extent, but heretofore only low

tiveness. Mr. Adolph has built up a large trade amongst the farmers and townspeople, and reports the outlook for this season's trade to be the brightest in many years.

PICTON.

April 26.—H. J. Carter, of Carter Bros Hardware, was elected vice-president of Picton Board of Trade, at the annual election of officers last week.

Archie Sullivan head salesman for Carter Bros, for a number of years, has accepted a position with the Gurney Foundry Co., Toronto, and will assume his duties with the latter firm on 1st of May.

Mr. Sullivan's departure from Picton will be a distinct loss to Carter Bros. and the social and sporting circles of the town as well. Mr. Sullivan is captain of the Picton Golf and Country Club, a member of the Carnegie Library Board, secretary of the County of Prince

Edward Baseball League, and has always taken an active interest in hockey and football. Possessed of a fine voice, no concert or musicale in Picton was ever considered complete without Mr. Sullivan's assistance. In church circles Mr. Sullivan will also be missed, as he was a member of St. Gregory Church choir and an able assistant to the esteemed pastor the Rev. Father Killeen.

LONDON.

April 27.—The London Bolt & Hinge Works is advertised for sale by public auction. The business and plant will be sold on May 2, at the factory on Maitland Street. Land, building, plant, machinery, stock in London and Vancouver, are included in the sale.

The grounds and buildings committee of the Western Fair will recommend to the board that an addition 45 x 20 feet be constructed on the west side of machinery hall, to accommodate exhibits of cement machinery and other exhibits which have not been present in previous years.

Fire in the premises of the Regal Glove & Mitt Co., on Richmond Street, Friday night, caused \$1,000 damage to stock and machinery. Water, going through the wall into the cellar of John Stevely & Son's stove store, caused \$200 loss or thereabouts.

C. W. Andrus has taken out a permit for \$7,000 in construction work at the warehouse at 184 York Street, damaged by fire recently.

A new school building for section 22, London township, on the Hamilton road, at a cost of \$6,000, has been recommended by the ratepayers.

Local freight agents are enforcing a rule requiring all shipments to reach the sheds not later than 5.30 p.m.

WINNIPEG.

April 28.—The Winnipeg retail hardware association is to hold a dinner in the Grill room of the Travelers' Club on the evening of May 16. The secretary is making preparations for the event by introducing to the members subjects for discussion. It may be that other retailers in the province will attend the banquet as some have already intimated their desire to do so. One of the topics which will no doubt be considered is the business tax, which is occupying the attention of the retail merchants' association at the present time. Mr. Hyndman, the secretary of the latter association, has interested the local hardware men in the business tax grievance, and a settlement can only be brought about by the united action of the merchants.

D. George Clark, St. John's representative of the McClary Mfg. Co., was in the city last week on his way from Calgary, where he has been looking after the company's interests for the past three months.

The Fraser-Lennox hardware Company which recently opened in Fort Rouge of this city, has added a plumbing and steamfitting department to the business.

C. A. B. Whiting has moved into his new store and no longer pays rent. The store comprises the full area of a small block about 30 feet by 50 feet in di-

mensions, and the plan, which was designed by Mr. Whiting, is very advantageous for the display of goods and the convenience of selling.

The Northern Aluminum Company of Toronto, have opened two stores in this city, where they are displaying a wide range of household utensils. A. J. Rodgers is manager of the local business.

The local wholesale hardware houses have each entered a team in the mercantile baseball league, which was formed last week. The Miller-Morse team won the championship last year and expect to do so again.

Frank Wilkinson, formerly vice-president and manager of the B. & S. H. Thompson Company, Montreal, was in the city last week on a trip through the west, and expects to be permanently located in Western Canada.

SASKATOON.

April 25.—In the midst of a rush of business which has commenced unprecedentedly early in the season, and with the wholesalers almost unable to get the goods delivered fast enough to meet the demand, is the position in which the retail hardware merchants of western Canada are finding themselves. The call of the land is being answered this year in the west by a greater influx of settlers than ever before; new settlers as well as old in this new country, are heavy purchasers of hardware and the result is that trade conditions generally speaking are very bright.

But the fact that the season has been fully a month ahead of any year in recent history has brought on the rush and the demand before many of the retailers were fully prepared for it. The result has been that there has been an imperative demand on the wholesalers for the delivery of spring shipments; the wholesalers are responding as best they can to the demand, but no doubt the early season has put them in the same position with regard to the trade as it has the retailers.

The general result is that the retailers are finding that they are hardly able to keep up with the demands. This condition seems to apply to no particular lines, but to the trade in general; it is not a shortage, but the condition following a demand coming earlier than anticipated; it is not that the wholesalers or the retailers are not up to the mark they should maintain with stock to meet the trade, but that the trade is away ahead of schedule and the very promising outlook for the season is keeping up the strong demand.

Seven years ago Saskatoon was but a collection of shacks, with not a single hardware store. To-day that shack-town has become one of the most promising of the cities of the west with eight hardware firms and some of the finest and most up-to-date retail hardware stores in the west.

James Clinskill began business as a general merchant in Saskatoon in the eighties, having a small department which met the demands of the hardware trade, such as it was. With the rush in the spring of 1903, three hardware stores were established on a small scale, those of F. R. Oliver & Co., M. Isbister, and S. A. Clark, all of which have since grown with the town and are now extensive establishments. The Oliver Co. has become the Kempthorne Co. and is now

established in a handsome three storey red brick structure, and one of the finest in the city. Mr. Oliver came from Smiths Falls, and his partner was Mr. A. Walker of Indian Head, but a year later Mr. S. G. Kempthorne, who came from Whitby, took over the interests of Mr. Walker and the firm prospered under the name of Oliver & Kempthorne until the year 1907, when it was burned out. The partnership was then dissolved, Mr. Kempthorne starting for himself. Mr. Isbister has had large extensions made to his store and he is now the president of the Board of Trade. The premises of S. A. Clark were gradually enlarged until 1907, when with D. Leyden in charge, the company became the S. A. Clark Company, and within the last winter it has changed to the Saskatoon Hardware Company with J. H. L. Hutchinson, formerly with O. B. Manville, of Prince Albert, in charge.

In 1904 a hardware store was started by W. Hopkins, who came from Hartney, Man. This business has also prospered, and Mr. Hopkins is now the mayor of the city.

One of the largest retail businesses in the city is that in connection with the departmental store of J. F. Cairns which occupies one of the largest stores in the west. Mr. Cairns established his business in 1907 and its growth has been marvellous, the hardware and sporting goods department being one of the strongest features. On

Other stores established more recently are those of H. L. Massey, formerly with the Kempthorne Co., he being a member of the city council, and F. McKeown, who established a general hardware store about a year ago, and is doing a thriving business.

VANCOUVER.

April 23.—In 28 out of 31 establishments where union sheet metal workers are employed in this city, notices have been posted that open shop will be the rule. This will mean that unless an agreement is reached very shortly, 80 men will be out of work. The men have declared their intention of standing for the recognition of the union, which is the point in dispute. In three establishments, the union is recognized, while in 13 others only the owners work, so these do not figure to any extent.

This is the forerunner of labor troubles that will culminate by May Day, and there is considerable speculation as to their seriousness. On May Day it is the intention of the Building Trades Council to enforce the card system, but many of the trades are not well organized, and just what the result will be is hard to prophesy. It is rather odd that the unions best organized voted against the enforcement of the card system, but in a vote of the whole a majority prevailed. The plumbers, for instance, were decidedly against the card system, but on May Day, according to present arrangements they will have to walk out if non-union men are on a building.

In the meantime, the contractors are being interviewed and many of them have consented to employ only union labor. By May 1, this list may be long enough to prevent any serious trouble.

SOME USERS OF *Stephens* BARN AND ELEVATOR PAINTS

All Large Railroads West of Fort William, Ont.
All Large and Small Elevator Companies.
All the Shrewdest users of Paint.

THEREFORE

**It Must BE Good!
It is Good!**

Write us for our agency proposition.

G. F. STEPHENS & CO., Limited
Winnipeg, : Man.

Unlimited Results can be assured by the sale of Quality Heating Apparatus

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

Pease Furnaces are constructed on the principle of "How Good."

Write for Catalogue.

Pease Foundry Co. Ltd.

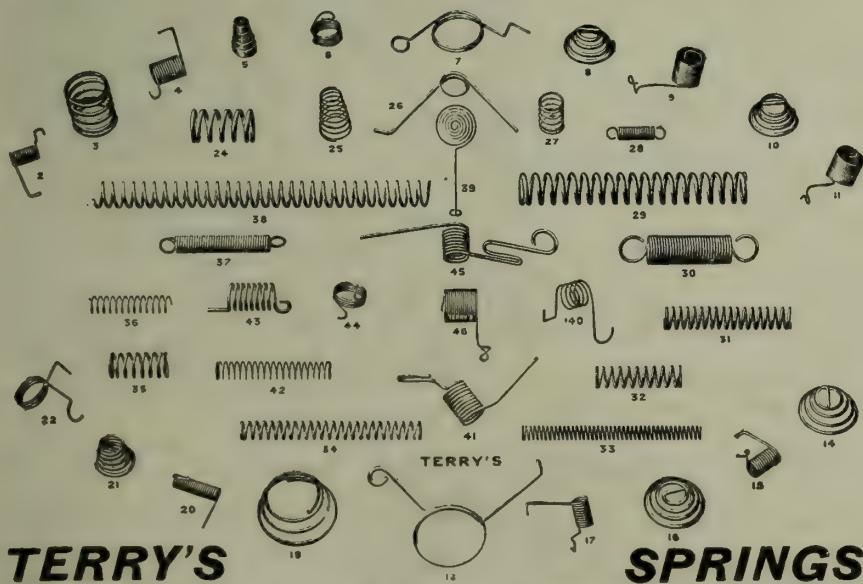
TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.



TERRY'S

SPRINGS

If you buy springs for any purpose, we solicit an opportunity of quoting.

SEND FOR OUR LIST

HERBERT TERRY & SONS, THE SPRING SPECIALISTS, Redditch, Eng.

Box 100.

IT WILL PAY YOU

to watch our Condensed Ad columns. There are many money-making propositions there. You may find just what you are looking for.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, April 28.—The past few days have been exceptionally good for the hardware trade, both wholesale and retail. Fine weather is eagerly taken advantage of in Western Canada to push building operations, and the call for paint and building supplies can scarcely be met by local jobbers. The tendency to spend in amusement greatly stimulates the sporting goods trade and the demand for these is very heavy at present. Navigation has opened but no goods have landed by lake and rail route yet, but will next week. Brokers report a serious shortage in many lines, due to the inability of manufacturers to turn out the goods. It is reported that the raw material supply is short and the demand is fast overreaching the source of supply. This condition must force prices higher, and the general tendency of the market is growing firmer. We quote cleavices at $7\frac{1}{2}$ cents per lb. this week, which is 1 cent above last week's price. Travelers report all retailers in good condition, but farmers are confined at home just now, and purchases are made only frequently, but in large quantities. Collections are not good and a revival is not expected until the fall at the earliest.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits $47\frac{1}{2}$; other lines, 75 per cent.

Bolts—Carriage $\frac{3}{4}$ and smaller, 65; 7-16 and larger, 55; machine, $\frac{3}{4}$ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, $3\frac{1}{2}$; small lots 3; stove bolts, $77\frac{1}{2}$.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65 spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Blocks—Steel, 45; wood, 60 per cent. Cut Nails—\$3.10 per keg base; pressed spikes, \$3.50 base, usual extras.

Copper—Planished copper, $33\frac{1}{2}$ ¢ per lb.; tinned, 24¢.

Crowbars— $4\frac{1}{2}$ ¢ per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40; full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Cleavices— $7\frac{1}{2}$ cents per lb.

Enamelware—Canada, 50; Imperial 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 p.c.

Fittings—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.80; 22, and 24, \$4; 26, \$4.20; 28, \$4.60; 30 gauge or $10\frac{3}{4}$ -oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, $37\frac{3}{4}$ p.c.

Grindstones—Per 100 lbs., \$1.65.

Gunpowder—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof, do., \$8; honker in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70¢; amberite, in 25 lb. tins, (50 lbs. bulk), per tin, \$26.50.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to 1, \$5; No. 2 and larger, \$4.75; feather-weight, \$6.15.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black pipe, $\frac{1}{4}$ in., \$2.45; $\frac{3}{8}$ in., \$2.85; $\frac{1}{2}$ in., \$3.50; $\frac{3}{4}$ in., \$4.25; 1 in., \$6.10; $1\frac{1}{4}$ in., \$8.30; $1\frac{1}{2}$ in., \$10; 2 in., \$13.30; $2\frac{1}{2}$ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: $\frac{1}{4}$ in., \$3.50; $\frac{3}{8}$ in., \$3.85; $\frac{1}{2}$ in., \$4.25; $\frac{3}{4}$ in., \$5.50; 1 in., \$7.90; $1\frac{1}{4}$ in., \$10; $1\frac{1}{2}$ in., \$13.20; 2 in., \$17.60; $2\frac{1}{2}$ in., \$29.

Logging Chains—5-16, \$5.60; $\frac{3}{8}$, \$5.50; 7-16, \$4.80.

Lanterns—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Poultry Netting—57 $\frac{1}{2}$ ¢ per cent.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18¢; Pennoline, 24¢; Sunlight, 20¢; Family Safety, 24¢; Search Light, 22¢; Red Rose, 25 $\frac{1}{2}$ ¢; Silverlight, 21¢; Keystone special, 20¢; engine gasolene, 24¢-25¢; acme lamp, 30¢; White Lily, 23¢; Royal, 22 $\frac{1}{2}$ ¢; White Rose, 24¢.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100-pound drums, \$2.75; turpentine, bbl. lots, 90¢ per gal.; linseed oil, raw, \$1; boiled, 3¢ per gal. advance on this price.

Pig Lead—\$5. Lead pipe, \$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, 8, 30¢; 10, 32¢; 12, 35¢. Copper burrs, No. 7, 39¢; 8, 40¢; 10, 43¢; 12, 46¢. Copper rivets and burrs, No. 8, 31¢; 10, 34¢ per lb.

Rope.—Sisal, $9\frac{1}{2}$; pure manila, 11; British manila, $9\frac{1}{2}$; lath yarn, 9 $\frac{1}{2}$ ¢.

Steel Squares.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and $2\frac{1}{2}$ p.c.; No. 3, No. 4, 50 and $2\frac{1}{2}$ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Solder.—21¢ per lb.

Screws.—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach $67\frac{1}{2}$ ¢ per cent.

Stove Pipes.—6-inch, \$8.69; 7-inch, \$9.31.

Tin Plates.—I.C. charcoal 20 x 28 full box, \$9.25; $\frac{1}{2}$ box, \$4.87 $\frac{1}{2}$; IX, full box, \$11.25; $\frac{1}{2}$ box, \$5.87 $\frac{1}{2}$; IXX, full box, \$13.25; $\frac{1}{2}$ box, \$6.87 $\frac{1}{2}$.

Terne Plates.—I.C. plates, \$8.50.

Tinware, Etc.—Pressed, retinned and plain, 75 and $2\frac{1}{2}$; pieced, 30; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., \$3.05; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10¢ extra; bright iron, \$3.20 base; brass spring wire, 29¢ base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Wire Nails.—\$2.80 Winnipeg and \$2.35 Fort William.

Wringers.—Royal Canadian, \$35; new easy, \$39.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Cook Stoves.—A. E. Dickson, Andover, N.B., asks for the name of the makers of the "Maple Sunshine" Cook stove.

Can any reader give the information? The "Maple" is made by the James Stewart Mfg. Co., Woodstock, Ont., the "Sunshine" by the McClary Mfg. Co., London, and the "Maple Leaf" by Clare Bros., Preston.—Editor.

Lawn Hose Couplings.—J. H. Worsell & Son, Goderich, saw the advertisement of "Time Saving Couplings" in Hardware and Metal last summer and ask where they are manufactured.

Coulter Brass Works, 155 George St., Toronto.—Editor.

Life Preservers.—La Compagnie Martineau, Quebec, Que., ask where they can buy life preservers.

Freysing Cork Co., 71 Sumach Street, Toronto; John Leckie, 77 Wellington Street, Toronto; Thomas Sonne Co., 193 Commissioner Street, Montreal, and the Camden Cork Cutting Co., 130 LaGauchetiere Street West, Montreal.—Editor.

Vacuum Cleaners and Dog Muzzles.—J. W. Fleming & Son, Blenheim, Ont., ask where spiral dog muzzles can be procured. Also for the names of manufacturers of vacuum cleaners.

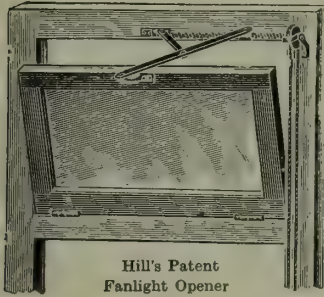
Try the Dennis Wire & Iron Co., London, or any jobbing house for the spiral dog muzzle.

Onward Mfg. Co., Berlin. Manson Campbell Co., Chatham. Perfect Mfg. Co., Guelph, and Acme Vacuum Cleaner Co., Montreal, all make vacuum cleaners.—Editor.

JAMES HILL & CO., LTD.

Cable : James Hill, London.

IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent
Fanlight Opener
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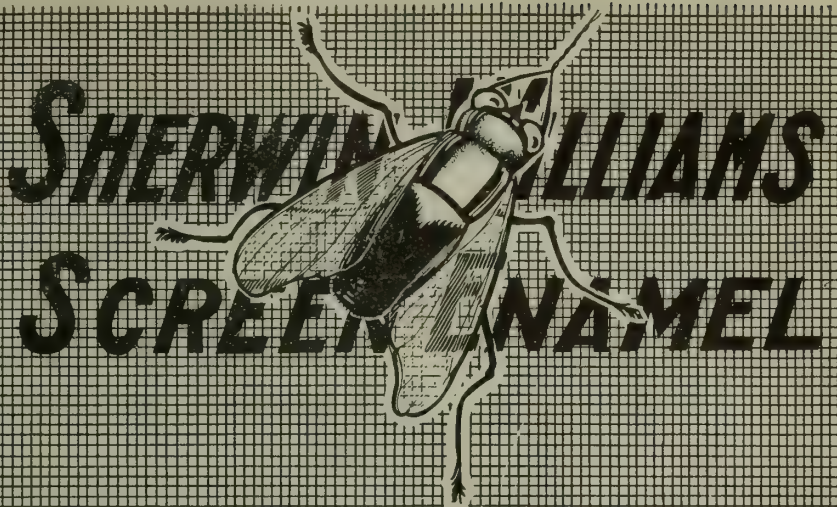
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886

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EDMONTON WINNIPEG
THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

A new bridge works will be located at London.

Jno. McCrea has opened a sash and door factory at Port Arthur.

The B. F. Nelson Mfg. Co., Minneapolis, will erect a factory at Regina.

The Toronto Type Foundry, will erect a warehouse and office building at Regina.

The Black Lake Asbestos Company's new mill at Thetford Mills, Que., has begun operations.

The Elk Lumber Co., Fernie, B.C., will run their mill night and day during the present season.

A \$10,000 building, steel construction, for the smelting and refining of Cobalt ores, will be erected at Orillia.

Geo. R. Rastall, of the Brush & Overland Co., states that his company will build an automobile factory at Regina.

The old C.P.R. shops at Farnham, Que., will shortly be occupied by a new safe works to be established by men associated with the Canadian Fairbanks interests.

The Hanbury sawmills at Brandon, Man., which have not been operated for the last three seasons, will be running again this year. Extensive improvements have been made.

The by-laws to loan the Norsworthy Co. \$10,000 to manufacture furnaces, and the Nursery Shoe Co. \$15,000 to start a shoe factory were both passed by St. Thomas ratepayers recently.

Municipal Undertakings.

The Estevan, Sask., \$25,000 sewer by-law was carried.

The Dauphin, Man., waterworks and sewerage by-law to raise \$175,000 was passed.

A by-law will be voted on at Regina on May 6, to issue \$280,000 sewer debentures.

A by-law will be voted on at Galt on May 13 to raise \$5,000 for waterworks purposes.

Haileybury ratepayers will vote on May 2 on by-laws to issue \$25,000 debentures for waterworks purposes.

Amherst, N.S., ratepayers have authorized the town council to borrow \$30,000 for the purpose of extending the sewerage system.

The Winnipeg board of control will call for tenders for the following sewers and water mains in Elmwood: Sewers—Martin Avenue, \$4,251; Tweed Ave., \$4,983; Basswood place, \$2,411; Sherbourne Street and Andrews Street

Public Buildings.

A new \$15,000 school is to be erected at Westboro, Ont.

Westminster Church, Winnipeg, will start their building this year.

The G. T. P. will erect a station this summer at Lake Superior Junction.

Plans for the new hospital at Prince Rupert, Sask., have been completed.

Dufferin, Man., ratepayers will on May 4 vote on a by-law to issue \$2,500 school debentures.

The building of a public hospital for Carleton Place, Ont., has been publicly endorsed, estimated cost, \$25,000.

A permit has been issued for a new church for the Swedish Lutheran congregation, Winnipeg, to cost \$30,000.

The contract for the Grey Nun's Hospital at Regina, has been let to Peter Lyall & Sons, Winnipeg, at \$100,000.

Regina ratepayers will on May 6 vote on by-laws to raise \$100,000 for hospital and \$26,500 for school purposes.

Out of over thirty designs submitted for Port Arthur's Carnegie library, the design of Hood & Scott, Port Arthur, was accepted.

The Welland Collegiate Institute Board may submit a by-law to the ratepayers to provide funds for a new assembly hall and gymnasium.

General Buildings.

The Bank of Commerce will erect a new structure at Quebec.

F. Scott will erect a residence at Montreal, to cost \$40,000.

G. E. Cartier will erect a dwelling at Montreal, to cost \$13,000.

The Royal Bank have purchased a building site at Saskatoon.

E. M. Johnson will erect a building at Victoria to cost \$10,000.

T. A. Main will construct a large new block at Orillia to cost \$20,000.

The Northern Automobile Co., Fort William, will erect a new garage.

Tees & Persse, wholesale brokers, will erect a warehouse at Fort William.

Sir Daniel McMillan will build a residence at Winnipeg, costing \$48,000.

The Westholme Lumber Co., Victoria, will erect a warehouse to cost \$10,000.

Two business blocks will be erected at St. Boniface, to cost about \$20,000 each.

D. B. Hanna has been granted a permit for a new \$28,000 residence at Toronto.

Two new hotels will be erected at Regina, Mason Bros. and T. Stacey are the builders.

Tenders will be called about May 15 for a new residence for Victoria College, Toronto.

The Saskatchewan Cartage & Warehouse Co., Regina, contemplate the erection of another building.

New barracks and permanent camp buildings will be erected by the Dominion Government, at Winnipeg.

Wm. A. Nichol & Co. have decided to erect in the immediate future a hotel at Forward, Sask., to cost \$7,000.

The Quebec Railway, Light, Heat & Power Co. will erect an eight storey building at Quebec, to cost, \$200,000.

The following building permits have been issued recently at Quebec: S. Savard, \$10,000; J. A. Bouchard, \$10,000.

McGregor & Black have been awarded the contract for the new warehouse of the International Harvester Co., at Regina.

H. L. Timmins and N. A. Timmins will erect a building at Montreal containing four stores and a factory, costing \$62,000.

Plans have been prepared by P. M. Clemens for A. Johnson for an apartment block at Vancouver. Estimated expenditure, \$45,000.

Permits for apartment houses were issued recently at Vancouver: Florence Wheeler, \$14,500; J. H. Bartholomew, \$35,000; C. Tweedale, \$26,000.

K. B. Skagford Winnipeg, is planning to construct thirty residences in Norwood this summer. The houses will cost in the neighborhood of \$60,000.

J. B. Tudhope, president Carriage Factories, Orillia, has asked for about 75 houses for his employes, work for which will be in the hands of local builders.

Recent building permits at Ottawa, include: J. Forget, apartment house, \$4,500; F. L. Campbell, apartment house, \$10,000; J. D. Wilson, house, \$3,000; F. X. Laderoute, houses, \$5,000.

The following building permits were issued recently at Winnipeg: G. W. Ford, three houses, \$14,500; J. C. Hicks, apartment block, \$12,000; O. Storseter, house, \$2,500; J. A. Martin, house, \$5,000; J. A. Martin, two houses, \$10,000.

The following building permits were granted recently at Montreal: \$24,000, A. McLean, two semi-detached cottages; \$16,000, John Black, two semi-detached cottages; \$12,000, C. Tareton, two cottages; \$33,000, Alex Saurette, six cottages, and \$16,000, Donald Munro, two cottages.

Recent building permits at Hamilton include: J. Bryers, dwelling, \$4,000; J. Bryers, dwelling, \$5,000; Rastrick & Sons, dwellings, \$4,500; S. McPhie, dwelling, \$5,000; Stewart & Witton, brick addition to Nurses' Home, \$18,000; A. W. Peene, store, \$5,000; S. McPhie, registry office building, \$30,000.

Railway Development.

Plans of the Quebec Railway, Light, Heat & Power Co. will include double tracks in Quebec city and out as far as Ste. Anne de Beaupre, and also \$15,000 on the Kent House as a place of amusement.

The contract for its new track, including roadbed, track, switches, pole system and trolley wires, was let to L. G. Brandt, Nelson, by the directors of the Nelson Street Railway Co. Construction has been commenced.

New Companies.

The Lauarentian Chemical Co., Montreal; capital, \$590,000; to produce, manufacture, buy and sell wood alcohol, alcohol, turpentine, charcoal and tar. Incorporators. A. D. Gall, F. E. Lovell and W. Galbraith, all of Montreal.

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Machinery Steel
Wire Rope**

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Let us tell you how.

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We make sure they are perfect before they leave our mills, and you will find the profit they yield most satisfactory.

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Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

ARTICLES FOR SALE

FOR SALE—One set tinsmith tools. Good as new. Just used one year. Peck, Stowe & Wilcox best make. Box 979, **HARDWARE AND METAL**, Toronto. (19)

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AGENT WANTED for all Canada, or agents for districts, to sell to the trade British tools of best quality, including several lines of specialties. Applying, stating the agencies you now hold, and to what class of customers you sell. Box 981, **HARDWARE AND METAL**, Toronto. (18)

WANTED—Local representative, preferably hardware merchant, in every town in Ontario to act as our agent for well known and advertised product. Mention territory desired. Box 985, **HARDWARE AND METAL**, Toronto. (18)

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FOR SALE—An up-to-date hardware business, including buildings, in the town of Andover, N.B. This is a splendid opportunity for any enterprising hardwareman, being in the centre of a rich district. Sale necessary on account of the late owner's death. Apply to H. N. Coates, care S. Hayward Co., St. John, N.B. (21)

FOR SALE—Hardware business in Toronto. Stock about \$3,000. Good live business. Good reason for selling. Box 982, **HARDWARE AND METAL**, Toronto. (18)

FOR SALE—Up-to-date hardware, furniture and undertaking business for sale in new Western town, two years old. 1908 turnover \$14,000; 1909 turnover \$32,000. Ill health reason for selling. Box 10, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg. (10ff)

FOR SALE—Stove, Tinware, Plumbing and Heating business. Stock and tools five thousand dollars. Established business. Box 977, **HARDWARE AND METAL**, Toronto. (19)

HARDWARE AND TINWARE BUSINESS. Stock and fixtures \$6,000. Village in farming section. Address Box 984, **HARDWARE AND METAL**, Toronto. (21)

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ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

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ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (1f)

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (1f)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B." Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J." which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

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EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egray Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (1f)

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this Continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont. (1f)

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GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

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MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

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SITUATIONS VACANT

WANTED a tinsmith for Western Town, steady job for good man. Apply Manitoba Hardware & Lumber Co., Miniota, Man. (18ff)

WANTED, Clerk for Wholesale Hardware House, who is familiar with gun department, one who understands repair work, keeping stock, and laying out orders. State references. Apply Box 710, **HARDWARE & METAL**, Montreal. (18)

WANTED immediately, general handy tinsmith for eavetroughing and jobbing work. Apply 842 Yonge St., Toronto. (19)

WANTED: Varnish traveler for large American varnish company who are establishing a branch factory in Ontario. Man with experience in varnish business preferred. Address Box 983, **HARDWARE & METAL**, Toronto. (20)

SITUATIONS WANTED

HARDWARE CLERK wants better position. Good references. Apply Box 986, **HARDWARE AND METAL**, Toronto. (18)

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HARDWARE STORE BUSINESS METHODS—Forty subjects of the greatest interest and value to hardware merchants are discussed, including Rules and Regulations for the Store, Good Buying, Stock Taking, Collecting Accounts, Changing a Credit into a Cash Business, Starting in Business, Profit Figuring System. Price \$1.00, postpaid. The MacLean Publishing Co., Technical Book Dept., 10 Front St. E., Toronto.

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PERIODICAL DEPT.

THE BUSY MAN'S MAGAZINE is the most popular periodical of its kind. Why? Because each issue contains a strong list of original articles of interest to every Canadian. It also reproduces the most timely, instructive and interesting articles appearing in the other magazines and periodicals of the month. The cream of the world's periodical press is too valuable to overlook. **BUSY MAN'S** is on sale at all news-stands. Better still, send \$2 for one year's subscription. Mail it to-day. The Busy Man's Magazine, Toronto.

The Retail Paint Trade

SPRING CLEANING AND PAINT.

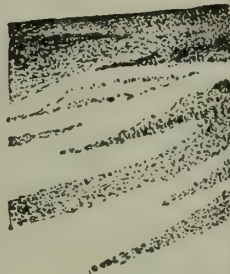
Household paint, varnish, and enamel lines should form a large proportion of any display the hardware merchant makes at this time of general house-cleaning goods. No spring cleaning can be termed thorough unless some use is made of the various paint specialties that are on the market. It is certain nothing freshens up and renovates like a can of paint, stain, enamel, etc., and as the whole object of turning the house upside down is to accomplish these two things, the moral is obvious. Thus the merchant is not pushing something that is not wanted, he is pushing a necessity.

Household specialties would be more generally used if merchants displayed them more prominently. We have seen many a paint window with absolutely no sign of any household lines. Cans and cans of house, barn and porch paint, etc., but no floor stain, enamel, varnish and bronze. And yet the latter are as necessary as the former, and the consumptive field quite as big. What is better still, it is an all-the-year-round demand, with, of course, the heaviest sale at this time of the year.

If a man is prone to be ignorant as to the value of paint on a house, it stands to reason that a woman must exhibit this trait to an even greater degree. She does not realize what varnish will do to a dilapidated surface, or how a little attention to the floor with some of the specialties on the market will render the room look twice as well, and at the same time making it more sanitary, and more healthy for the little ones. Many a woman says to herself, "What can I do to this dark cupboard? It smells so musty I am afraid to use it." Tell her how with the expenditure of a small sum of money she can make that cupboard sweet and bright enough for a larder. Soap and polish are good, but add varnish, stain or enamel, and the combination is perfect. There can be no spring cleaning in the proper sense of the word without paint, and the merchant must tell his customers so.

When a customer comes into the store for a scrubbing brush, mop, pail, window cleaner, or whatever it happens to be, the merchant must introduce his paint department. No customer must be allowed to leave the store without a can of something or other. The customer will thank the merchant afterwards for his efforts. How often has the remark been heard, "I wish I had seen that floor stain of yours when I had my house upside down during spring cleaning."

Household specialties lend themselves to any display that the merchant makes of housecleaning lines. He can introduce a window trim, or if not, can use some of the other display matter that he is supplied with. The handy shape of the tins make them unique in their ability to fit in with other articles. It is a certainty that no housecleaning window is complete without household paint lines.



Sample tins, color cards and all the interesting details sent you when you write our nearest place.

6 Morse St., Toronto
108 Princess St., Winnipeg
550 Beatty St., Vancouver

YOUR store can safely sell one brand of paint and be sure your fussies customer will come back and tell you he is satisfied. These paints come in tins labelled

M-L PURE PAINTS

Two coats equal three of other paints. Yet your profit is just as satisfying. The paint is more so—that's why. Suppose you write us and ask us for proof.

Imperial Varnish & Color Co.
Limited

TORONTO, ONT.

M.R.M. HORSE NAILS



That quality counts in the sale of Horse Nails is proved by the increasing sales of M.R.M. brand. Our Horse Nails are made from Swedish Soft Steel rods, material which gives the best results in the manufacture of Horse Nails.

Being made by the new cold process, M.R.M. Horse Nails possess great holding and driving qualities.

Hardware dealers are making good profits by stocking this popular brand of Horse Nails.

THE MONTREAL ROLLING MILLS CO.

MONTREAL

PAINT AND OIL MARKETS

MONTREAL.

April 29.—The markets generally seem quieter this week. Not that the trade has fallen off at all, but the absence of any decided price change, and a check for a time to the bullish tendency of linseed oil, had the effect of making things more normal. Manufacturers seem busy making up and issuing new price lists and catalogues consequent upon the linseed oil situation, and for the time being this is the most important feature of the situation. A healthy volume of trade is being done, and the openings of the boat service has tended to stimulate the moving of the more bulky commodities.

Turpentine—The demand is good from varnish makers, etc., but for retailing purposes the call seems rather on the light side. Stocks are in good shape, and despite the new crop, the market holds firm at 83, for single barrels.

Linseed Oil—for the time being the linseed oil market is steady, and may be described as being quiet but firm. The buying is still in small lots, as anything heavier is discouraged by holders. There is no sign of any reaction, in the pressure, and we continue to quote \$1 for raw and \$1.03 for boiled. This price is not uniform, however, and some holders are selling at a slightly easier figure.

White Lead—The river boats are now taking freight, and this tends to stimulate the sale of white lead, and other bulky articles. The white lead market is firm, and with good trade, quotations are stiff at \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Red Lead—The market is unchanged with slightly better trade moving. The increase in construction work is stimulating trade. We quote: Genuine red lead in casks, \$4.75, in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100-lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and small quantities, \$5.75.

Shellacs—Shellacs seem to be the one item unaffected by higher values obtained for almost every line of varnish, japans, and paints. Good bright shellacs are easily to be had at very moderate figures, and the result of this is shown in the good turnover now being experienced.

Putty—The demand is very good for putty, and heavy consignments are going by the river boats. The advance in putty of about 20c per 100 lbs., owing to the linseed oil situation has not checked the demand. We quote in 100-lb. drums, \$2.45; bladders, in barrels, \$2.70.

TORONTO.

April 29.—A general advance of 10c a gallon has been made by prepared paint manufacturers, this advance to take effect on Monday next. All other

paint lines are firm, though market quotations remain unchanged.

Trading is now steady and shipments cover a variety of goods. Heavy spring deliveries are about finished, though large quantities of ready-mixed paints are yet moving. Paris green, too, is going out freely again. Already a number of repeat orders have come in for white lead and prepared paints. Turpentine and linseed oil sales are somewhat light.

Deliveries of spring and early summer lines are very good at present. Sales of particular lines though not of themselves large, bulk largely in orders when grouped together. Demand covers a wide range — shellacs, stains, enamels, floor paint, chamois skins, sponges, brushes, glue, etc.

Linseed Oil—The market condition remains as at last issue. The general quotation is at \$1 and \$1.03. One house, however, is offering oil 2c below these figures. Sales call for small quantities and the whole trading in oil is light. English oil and seed is stationary, but Chicago and Duluth report higher prices, though of late the former city has withdrawn quotations. It was suspected that this rather presaged an easier tendency, but advices state that Chicago is receiving almost no seed at present. Seed prices at Duluth are higher than for 20 years past. No relief seems in sight for almost three months yet.

Turpentine—The local quotation given by all houses is 83c, last week's figures. The market is not strong, though there are no indications that there will be a lowering of prices. Deliveries are freer in the South, and slightly below the supplies of last spring. Stocks on hand are not so great, however, and demand is splendid. Conditions seems to indicate that quotations may be lower, but not so low as last year's figures.

White Lead—There has been a quiet, but steadily active demand for white lead all week, and the market appears to be firm. Advances are still talked of, but there is no immediate prospect that prices will go higher for some time at least. Pure lead is quoted at a range of prices running from \$5.65 to \$6.50, and No. 1 grades from \$5.25 up.

Red Lead—Prices range from \$4.25 to \$5.25 per hundred in casks. Sales are fair.

Paris Green—Shipments are again active to outside country points. Deliveries of present bookings will cover the period up to the middle or end of May. Prices are unchanged.

Petroleum—Coal oil for oil stoves is becoming more active. Gasolene and benzine, too, are becoming splendid sellers with the automobile trade, and preparations are being made for the motor-boat season. Oil prices are unchanged. Gasolene is at 16½c a gallon, barrel lots and benzine, 15½c.



BRANDRAM'S B.B. GENUINE WHITE LEAD

is the recognized world's standard. This unequalled article is furnished to the Canadian trade, only by Brandram—Henderson, Limited, corrodors and grinders.

There are white leads which appear to be cheaper, but the

B.B. GENUINE

is so superior in whiteness and durability that it is cheaper in the long run, and so superior in body, fineness and covering capacity that even the first cost is often lower, on a given piece of work. Every enterprising dealer should carry it.

Keep the trade of the wise ones, and make new customers come back again, by handling this matchless product.

For prices and interesting facts about White Lead, write to-day to

BRANDRAM-HENDERSON LIMITED

**Montreal
St. John**

**Hallfax
Toronto**

Winnipeg

PAINTS FOR ALL PURPOSES

A Great Line For the Dealer

It's much less work for the dealer to push one line of paint than it is a half dozen different lines. When the question of quality on one kind of paint is established it carries the supposition in the customer's mind that other kinds of the same make are just as good. And this is especially so of

The Martin-Senour Paints

For instance, one use of the **Martin-Senour Paint—100 per cent Pure**, is a recommendation to try the **Senour Floor Paint**—and it, in turn, gives such satisfaction that it suggests the use of other paints of the same make. All this without a word from the dealer. You should confine your efforts to one manufacturer's goods—don't scatter your shot, you'll make more money, too. Get our dealer's proposition and don't waste your energy trying to popularize a dozen different brands of paint for as many purposes. You'll find 'em all in our line. Write today.

THE MARTIN-SENOUR CO., Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co.,
Limited.

Halifax, Nova Scotia



Moore's House Colours

One of the famous MOORE LINE, made in Canada. These colours have for years held their own against a host of rivals because of the purity of their ingredients, and the care and skill used in their manufacture. The retailer gets a first-class paint at a reasonable price, because we don't spend immense sums on magazine advertising. Our policy is to put all the money into the paint and to leave it to advertise itself. If you are not yet handling the MOORE LINE we would like to send you colour card and prices. A trial order will convince the most sceptical. Write us to-day.

Benjamin Moore & Co., Limited

WEST TORONTO

New York Cleveland Chicago



THE APPEARANCE OF THE STORE.

There are many dealers who have paint stores located in good towns, who sell paint, but use very little of it themselves, says The Paint, Oil and Drug Review. Instances of this kind are common; showing that the store has not been "brightened up" for years. This gives a very bad impression to the consumer. Such a dealer could have the best paint made and the cans lined with diamonds, but nobody would have confidence enough to "try" to buy good paint in such a store.

The day of junk shops, for general stores, drug stores, or any other kind is a thing of the past, for with the progressive merchant having an attractively painted front and clean store there is a magnetism that draws trade, profits and prestige, and the other fellow loses out.

A paint dealer with an unsightly front to his store would be equivalent to the jeweler wearing a brass watch chain, or a "phoney diamond," or a safety razor salesman going around his trade with a week's growth of beard. Appearances are a vital factor for success or otherwise.

Many dealers wonder why their paint business does not increase, but they never stop to analyze the cause. It is second nature to believe the cause is something beyond one's own self and blame the other fellow when in reality such is not the case. Therefore, get right down to facts, and admit something is wrong with yourself. Look attractive, welcome and invite customers. Paint and varnish the whole "outfit" and give a healthy appearance to the surroundings.

Do not stop here, but go home and paint the house and barns that have not felt a paint brush in ten years or more. This will remove one of the biggest drawbacks to a successful paint business. Take your own medicine, too. If you are pushing lead and oil, use it. If you are making Black, White & Co.'s mixed paint as your leader, use it. This gives practical experience and every dealer needs both practice and personal experience in the use of paints to succeed in selling them.

A GOOD START.

It is an important time now with every paint dealer, and the result of the year's sales will largely depend upon the start made and the effort that is put behind it. If no person in particular is given charge of the paint stock and its sale, but it is left to be the tail-end of everybody's business, it can readily be seen little progress will be made.

Select the best clerk in the store and impress upon him the importance of the paint business, its profits, sales, figuring on estimates, etc., and the value of a satisfied customer once made, being a talking advertisement for the brand used.

There is every argument in favor of this policy, foremost being that the prop-

er kind of advertising is done, a few personal visits made, that strong comparisons are advanced in making sales, and that good selling arguments are established. In fact, before long there is a self-made paint man running a big paying end of the business. Don't hold him down, but give him the opportunity to work with his brains, which in reality is why he is employed, rather than see how much labor can be crowded into a day's time.

S.W.P. PRICES ADVANCED.

Following out the warning sent by the Sherwin-Williams Co., Montreal, to the trade on February 1, that should linseed oil remain at the high figure then prevailing, or go still higher, they would be compelled to make further advances in their prices, the company have now announced that as since that time not only has linseed oil advanced, but turpentine and other important raw materials, it is necessary to advance Sherwin-Williams Prepared Paint, and Sherwin-Williams porch and floor paint ten cents per gall. Changes and revisions are also made in the list price and discounts on shelf goods and varnishes. The changes will all become effective on May 15.

INSTRUCTING A CUSTOMER.

Written by William H. Evans for Hardware and Metal.

Salesmen in hardware establishments are frequently at a loss in talking to a prospective buyer or in handing out a tin of ready mixed paint, about the properties of the paint and how it should be used. A few hints may be given, and if they are attended to and judiciously conveyed to the customer while the parcel is being done up, they will probably be appreciated, and will tend to show that the salesman knows his business and takes an interest in his work.

The surface to be painted should be clean, dry and absolutely free from grease. All places showing sap and all knots must be shellacked. Do not grudge a little labor in preparing the surface, the operator will be well rewarded when the work is done. All ready-to-use paint should be thoroughly stirred from the bottom of the tin, and if the surface to be painted is dry and porous the paint for first coat should be thinned by adding a little raw linseed oil for outside purposes, or a small quantity of turpentine for inside work. Never apply a second coat until the first is hard.

Paint not actually in use must be kept covered, otherwise, it is liable to become "gummy" and unworkable.

Point out the necessity of keeping the brushes in good order. They must either be new or thoroughly cleaned of old paint to do first-class work and to avoid "streaks." Finally, keep the "small boy" and the cat out of the way until the job is thoroughly dry.

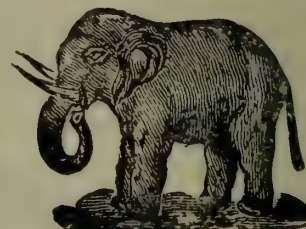
A PAINTER'S SOLILOQUY

"WHO STEALS MY PURSE STEALS TRASH,
BUT HE WHO TAKES MY KEG OF

Genuine Elephant White Lead

ROBS ME OF ALL I POSSESS
AND MAKES ME POOR INDEED!"

50 YEARS!



For half a Century the Genuine Elephant White Lead has been for sale not only in Canada, but in every part of the globe.

Made from the highest class of Pig Lead. It is corroded by the old Dutch process and ground to impalpable fineness by powerful modern machinery.

The "Elephant" Genuine White Lead stands pre-eminent as the whitest, strongest and finest in texture and covering properties of all known painting pigments.

The feeble and futile efforts made to displace the "Elephant" only serve to establish the "Elephant" stronger than ever as the White Lead without a peer in the whole world!



A PERFECT ENAMEL.

When all has been written about White Enamel, it cannot be said that Canada has lagged behind in this important production. For years, Canada did lag behind, and all kinds of prices had to be paid, and many are still paying these exorbitant figures for imported goods.

The necessity for paying these prices on imported goods is done away with by the production of this brand.



High-grade enamel is in demand, and that is the reason we placed No. 98 on the selling line!

You will have enquiries often for a good line. It is used extensively now in the best buildings. We have a handsome booklet telling you something about enamels, what they should do, and how they should act.

Ask for No. 98 when you are looking for a high grade. Be assured you can get nothing better, and the price is right.

A. RAMSAY & SON CO.
MONTREAL
Est'd 1842 GLASS IMPORTERS

Honest Paint
is the kind every
hardwareman
wants to handle.



the kind which covers more
surface, holds its color better
and lasts longer than any other
prepared Paint.

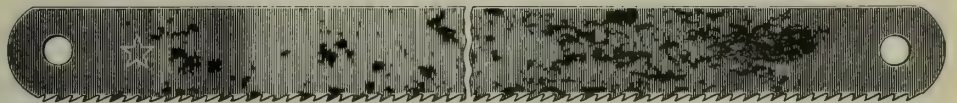
And you, Sir, have solved
this problem if you are selling

**New Era
Paint**

Write for de-
tails and prices
No paint holds
out more possibil-
ities for you.

**Standard Paint and
Varnish Works Co., Ltd.**
Windsor, Ontario

When The Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices? Our new list on this line is

\$3.50	3.75	4.00	4.50	5.00	5.50	6.00	per gross
6	7	8	9	10	11	12	inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

**MILLERS FALLS COMPANY, 28 WARREN STREET
NEW YORK, N.Y.**



Sanitation Problem Solved

BY THE USE OF OUR

Aerated Sanitary Dry Closet

They do not require Waterworks or Sewerage

This Aerated Closet takes its air from the outside through a 2-inch tin pipe which comes in beneath the floor and carries the air up the front of the inside of the closet, through a distributor, which spreads the sheet of fresh air the entire width of the pail, causing a strong current to pass over contents and up vent. The liquids are carried off by way of a funnel which empties into a drain pipe.

The solids are contained in a large pail, and the only attention this needs is to be emptied every four or six weeks. We guarantee it just as sanitary as any flush closet recommended by prominent Boards of Health.

Catalogue Sent on Application.

PATENT APPLIED FOR

KENDRICK & CO., SIMCOE, ONT.

There's no argument required to sell



You have only to mention its many uses in the home, in brightening up old furniture or dingy woodwork, to effect an immediate sale.

"Lacqueret" is neither a paint, enamel nor varnish, but a brilliant and transparent lacquer. It dries hard and remains hard, colors will not fade; can be applied by anyone and is thoroughly sanitary.

Keep a full line of this wonderful seller.

INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO and WINNIPEG

New York

Chicago

London

Berlin

Brussels

2380



The Brightener of the Home

It Won't Rub Off

VISIT the finest hotels, the costliest homes, and you will find Alabastined walls. Alabastine is used in these palatial places, not because it is the most expensive wall decoration, but because it is the most artistic and effective. An Alabastined wall is a delight to the eye—so soft, velvety and beautiful. It will not rub off or fade. Alabastine is cement, and hardens with age. Its beauty is permanent. It is the most sanitary and inexpensive wall coating known. Alabastined walls are now the general vogue, in cottage and mansion alike. Wall Paper is out of fashion. The sales of Alabastine in Canada have doubled in two years.

CHURCH'S COLD WATER Alabastine

None Genuine without Little Church on Label

FREE STENCILS

To still further popularize Alabastine and again double its sales, we have organized a Decorative Department, and are prepared to offer **FREE COLOR SCHEMES** and **FREE STENCILS** to users of Alabastine. Write today for particulars. Our advice is free. Let us help you to beautify your home at a moderate cost.

Please send free particulars of your Color Scheme and Free Stencil offer to

Cut out, fill in and mail

Name.....

Street.....

City.....Prov.....

The Alabastine Co., Ltd., Willow St., Paris, Ont.

One of our striking new advertisements

which are appearing in the leading Canadian publications. This campaign will cost us \$10,000. No other Canadian maker of a wall coating is spending one-tenth that sum in consumer advertising. Other makers want you to purchase their wall coatings but are unwilling to help you sell them. Besides the immense amount we are spending in magazines and newspapers, we have other helps for dealers in the shape of beautiful and authoritative books on home decoration, show-cards, banners, and electros of retail advertisements. We will give you the kind of co-operation that will largely increase your sales of Alabastine. Just write us now for our co-operation sales plans for 1910.

The Alabastine Co. LIMITED

PARIS, - - - ONTARIO

Berry Brothers'

Famous Varnishes

LIQUID GRANITE

Most durable finish made

LUXEBERRY WOOD FINISH

Best hard oil finish on the market

SPAR VARNISH

STANDS THE WEATHER WELL

Send for Booklets and Prices

Berry Brothers, Limited
Walkerville, Ontario

Will You Accept a Free Sample of This Much Talked of

"LYNOIL"

Then test it, and convince yourself just how it differs from all other linseed oil substitutes. Know why it has the largest sale in Canada.

Try it out yourself.

Rub it in your hands and smell it, hold it to the light, time it for drying qualities on glass, mix it with Boiled and Linseed—mix it with White Lead and paint out doors—make comparative tests with any other paint oil.

Convince yourself and avoid dissatisfied customers.

Now your name and address please.

We have a sample waiting for you—write

Canadian Oil Companies, Limited

Dept. P., Toronto, Ont.

Depots:— St. John Montreal Ottawa Hamilton London Winnipeg Calgary



Beware of Imitations.

When you buy Roofing Look for the RUBEROID MAN

There are upwards of 300 imitations of the genuine RUBEROID. This is one of the strongest proofs of its high quality. A worthless article is never imitated.

RUBEROID ROOFING

(TRADE MARK REGISTERED)

can always be identified by the large picture of the RUBEROID MAN on the outside of each Roll and the word "RUBEROID" stamped on the underside of the material, every few feet.

Have you a sample of Ruberoid that has actually given service for 17 years? If not, write direct to us and we will send you one by mail—It's a good thing to show customers.

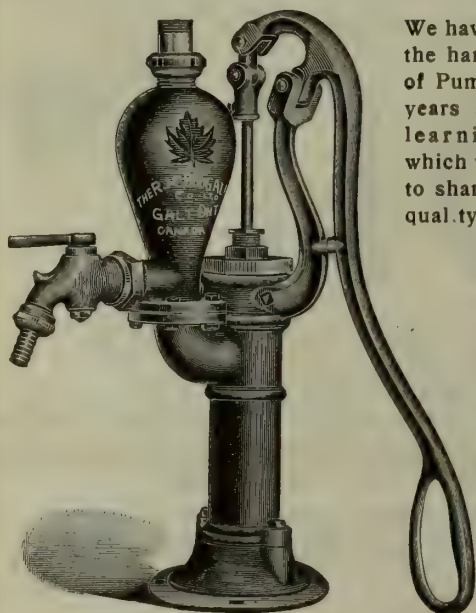
We want your customers to read our book "All About Roofing." It gives valuable information as to cost and service of all kinds of Roofing.

We will send you as many copies as you need. Write for them.

THE STANDARD PAINT COMPANY OF CANADA LIMITED

MANUFACTURERS, MONTREAL

AGENTS EVERYWHERE

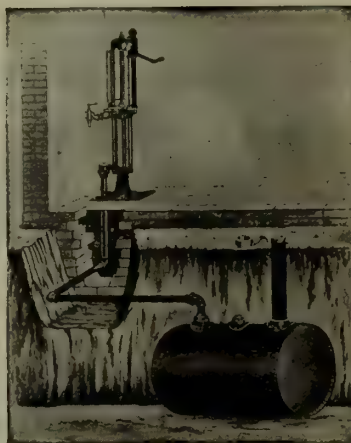


We have been making the hard-to-beat kind of Pumps for many years and are daily learning something which we are anxious to share with you in quality of our goods.

McDougall Pumps are Standard, have been and will be Standard if honest attention to detail has the usual reward.

Always remember that "Aremacdee" is a guarantee of all that is latest and best, and catalogue explains.

The R. McDOUGALL CO.
Galt, Canada LIMITED



BOWSER

**Self-Measuring
Systems**

For Handling Kerosene and Gasoline

Emphasize one feature that is important above all others in the general store—

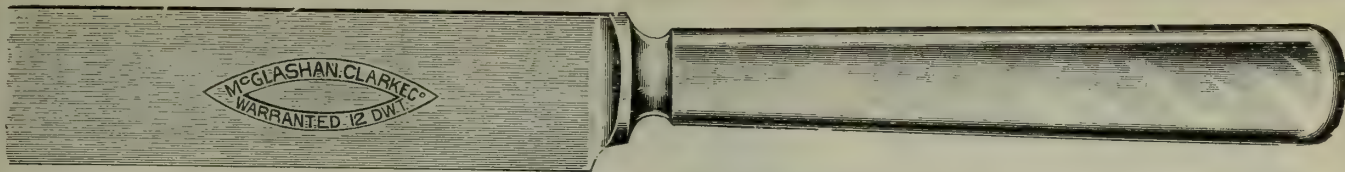
CLEANLINESS

From the slopping and dripping of faucets and funnels, the porous boards of the floor near the oil supply be-

come soaked through and through, making the appearance unsightly and unclean. In any store, under the old method of handling oil, this condition exists—it cannot be avoided. The merchandise stored near such a place is easily contaminated. After drawing oil, the least odor from the hands or clothes is absorbed by the paper used to wrap up merchandise, which quickly becomes infected with the disagreeable and nauseous taste of oil.

The only system that will remove these objections is one that will hold the oil in a tank absolutely leak and evaporation proof, measure the oil accurately into the customer's can with neither spilling nor slopping, dispose of unclean measures and funnels, and one in which the flow of oil is instantly cut off the moment the desired amount is drawn. All of these features and more are found in the Bowser Adjustable Measure Oil Equipments. They will meet any conditions and requirements, being made in more than fifty different styles. If you are interested, you need only to drop a card, asking for Bulletin 15, and you will then receive full information.

S. F. Bowser & Co., Limited
66-68 Fraser Ave., TORONTO



SPECIALIZE ON THIS KNIFE

which is made either for dessert or table use. Manufactured from finest English cutlery steel, 12-dwt. plate and hand burnished. Best grained celluloid handle, warranted secure. Put up in neat rack boxes of $\frac{1}{2}$ a dozen.

SEND FOR OUR CATALOGUE

McGLASHAN, CLARKE COMPANY, Limited, - NIAGARA FALLS, ONT.

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que.

DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

N. F. GUNDY, 61 Albert St. Toronto, Ont.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



BABBITT METAL

The "KING" Babbitt is known all over the Dominion.

It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed, or Medium Pressure and High Speed.

It has strength and tenacity, and will not crack or beat out under pressure.

The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.

This is a Copperized Metal.

The James Robertson Company, Limited

Montreal

Toronto

St. John

Winnipeg

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

"Banner" 1910

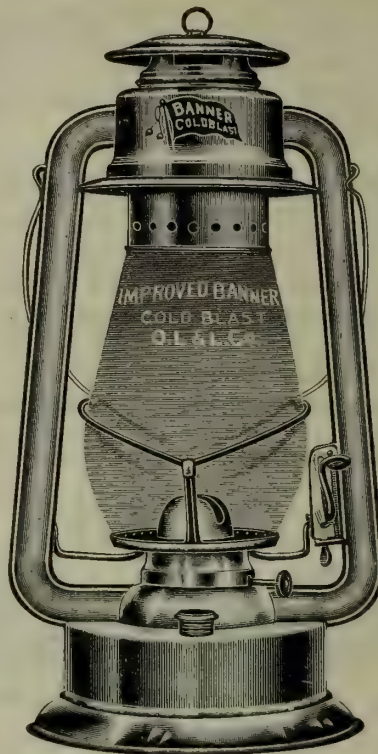
**The Cold-Blast
Lantern**

Constant Supervision

Skilled Mechanics

**Best of up-to-date
Machinery**

Handled by all Jobbers



"Banner" 1910

New Improvements

**Lift, Air Chamber
Guard, Tubes
Screw Cap and Handle**

Ask for Descriptive Catalogue

ONTARIO LANTERN & LAMP COMPANY, LIMITED

HAMILTON

ONTARIO

A Matter of Profit

In Selling BURMAN'S CLIPPERS

They are the BEST KNOWN CLIPPERS IN THE WORLD.

The dealer who eliminates QUALITY and gives preference to PRICE is taking a huge downward step. It robs SELLING POWER and DESTROYS the PROFIT.

BURMAN'S CLIPPERS have the QUALITY that will stand backing up.

IT WOULD BE USELESS TO ADVERTISE if BURMAN'S did not stand behind it all with clippers that for THIRTY years HAVE LED THE TRADE.

What clipper is better known than the BOWNS' NEWMARKET? It always brings repeat orders to the dealer. Jobbers recommend it because IT'S SOUND.

The "GRAND" Clipper is another leader. THE ONLY Ball Bearing clipper produced to-day.

The "HANDICAP" is made to suit the pockets of every man. It is very reasonable in price, but the QUALITY has not been sacrificed.

Our catalogue is copious with information—just what you should know in order to talk intelligently to the trade about BURMAN'S, OF BIRMINGHAM, ENGLAND.

THE STEEL, THE EXPERIENCE, THE CRAFTSMANSHIP of centuries are behind these BRITISH CLIPPERS; and BURMAN'S make Clippers for the MONARCHS OF EUROPE.

No. 17 hand power clipper has met with unusual success owing to the superiority of its CLIPPING HEAD, its wonderful CUTTING QUALITIES, its antifrictional design and its perfect balance. The gearing that runs the machine is in a dustproof box and it sells on sight.

Profit to you and satisfaction to your customer.

B. & S. H. THOMPSON & CO., Ltd., St. Paul St., Montreal
Sole Agents for Canada

Have you seen the New Silent Safety?

NOISELESS

A BRAND NEW WASHER on a
BRAND NEW PRINCIPLE

A machine without

FLY WHEELS GEARs COGS SPRINGS
RACKS or PITMANS.

Just a Novel
Patented Driving Mechanism on the Simple Principle of
Leverage, which
excels any Dolly
Type Machine.



High Speed,
Heavy Fly Wheel
or Rotary for
SILENT, EASY
RUNNING, and it
needs no Flying
Start.

TRY IT OUT.

W. L. Haldimand & Son, Montreal, Eastern Agents
Harry F. Moulden, Winnipeg, Western Agent



CUMMER-DOWSWELL, Limited, Makers, HAMILTON, ONT.

Push "Maxwell" Wheelbarrows

Did you ever think how many of your customers there are who need a good wheelbarrow, but have only a makeshift, or none at all?

Here's an opportunity for extra sales and profits, which Maxwell wheelbarrows will enable you to get.

We make nine different styles, one to suit every need of every man, from the contracting stone-mason to the amateur gardener. Every Maxwell Barrow is well-balanced, strongly made and durable.



David Maxwell & Sons,

-

St. Marys, Ont.

THE HARDWARE AND METAL automatically selects the people its advertisers need to reach. It is read every week by the open-minded, alert and inquiring merchants in every section of the country, at a time when they are seeking information and suggestions to guide their actions.

Letters and Numbers

White Enamelled
Crimson Enamelled
Blue Enamelled
Boston Brilliant (Gold)
Gold Glass
Solid Brass
Stamped Brass
Stamped Aluminum

Also Enamelled Iron, Glass and Brass Signs.

Write for Illustrated Folder and Price List.

J. E. Richardson & Co., 18 Victoria St., Toronto, Can.
Phone Main 7363

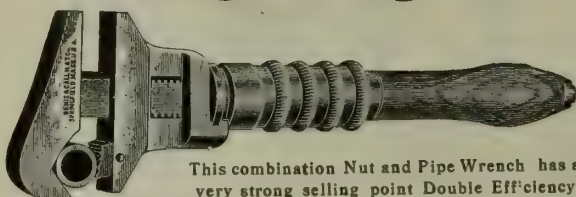
CORN AND BEAN PLANTERS



King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point Double Efficiency, its handiness and strength at once appeal to the good mechanic; it saves him time and trouble. You can sell a lot of these wrenches—Make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

MANUFACTURERS OF

★ **STAR BRAND** ★



Iron and Steel
BLOCKS for
Wire or Manila
Rope.
Heavy Wood
BLOCKS for all
kinds of work:
special



Star Chain
HOISTS,
Sewer PUMPS.
On sale by all
leading dealers.
Send for
Catalogue H.M.



Blocks

Chain Hoists

DIAPHRAGM PUMPS

Boston and Lockport Block Co.

116 Condon Street, East Boston, Mass.

Ford's Auger Bit

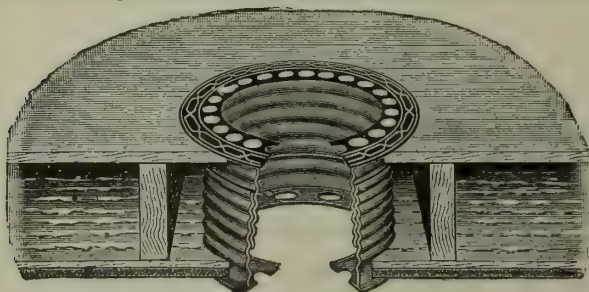


is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1882

Sole Agents for Canada

James Hutton & Company
Montreal

PERFECTION



of FIT, THREAD
and FINISH

are leading features of

Diamond Brand Fittings

Our range meets every require-
ment of your trade.

Wholesale only.

Watch
the
Diamond

FITTINGS LIMITED
OSHAWA, CAN.

Jessop's Steel

To Secure Good Results

Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.

Neptune Unrivalled Patent Steel Wire

is the Strongest, Most Elastic and Most Economical Wire on the market
The 12½g. and 14g. will save you over 60 per cent. as against No. 8
and 10 gauges ordinary wire. Does not sag in summer nor snap in
winter.

	Breaking Strain	Length per 100 lbs.
NEPTUNE UNRIVALLED, 12½g.	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g.	1125 lbs.	471 yds.
NEPTUNE UNRIVALLED, 14g.	730 lbs.	2000 yds.
Ordinary Galvanized Wire 10g.	720 lbs.	729 yds.

Manufacturers: Feltz & Guillaume, Lahmeyerwerke-Actien-Gesellschaft
Carlsruhe, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

BLACK JACK

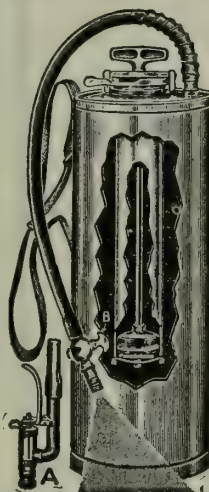
QUICK, CLEAN, HANDY.



TRY IT.

SOLD BY ALL
JOBBERs

¾-lb. tins—3 doz. in case.



Making More Money

out of your business is largely a matter of
push. And you can make splendid profits
pushing Cavers' Compressed Air

AUTOMATIC HAND SPRAYER

Don't let a farmer get out of your store un-
til you have shown him how this spray will
save his time and money by destroying
pests on hoe crops and fruit trees, kalsomin-
ing stables and outbuildings. Show him and
he will buy. Write us for particulars.

CAVERS BROS.

Manufacturers

GALT, ONT.

Glues, Gelatines and Size

Quality counts in these lines, as in
others. Fifty years' experience en-
ables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

ALEXANDER HARDWARE

WE
solicit your orders
for
HARDWARE

and can guarantee prompt delivery. A trial order
will convince you that our prices are right.

Are you handling the **SUPERIOR SCREEN
DOOR CHECK?** It is neat, strong, durable,
efficient and a ready seller.

Sole agents for Ontario
Samples and prices
on request

WHOLESALE HARDWARE-HAMILTON

CUSTOM PLATING

Nickel—Silver—Copper
EXPERT WORK ONLY

WE PAY THE FREIGHT

AND YOU

SELL MORE GOODS

SEND SAMPLE

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

Horse Shoers' Foot Vise and Bolt Header



A Practical Tool and a Time-saver for the Busy
Blacksmith

Manufactured by

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited



A Boon to Every Housewife!

ALCOHOL GAS STOVES

Economical, Convenient, Safe and Clean

You can use one of our chafing dishes with this stove. The combustion is perfect, while the stove creates its own gas. Any alcohol can be used. Its capacity is three pints. This is a ready-selling line. Write to-day for illustrated catalogue.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:

H. F. McINTOSH & CO., 28 Toronto St., Toronto

The "Cuma" Cultivator



Length over all 18 inches

Nothing made like it for effective work. Cultivates thoroughly and cleans weeds out BY ROOT. Oil tempered steel prongs to stand hard usage. Attractively finished, and sells readily at sight. Sold by jobbing trade.

BAILEY-UNDERWOOD CO., Limited, New Glasgow, N.S.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

Montreal	-	-	Toronto
Winnipeg	-	-	Calgary

H. BOKER & CO.'S PATENT "TRIPLUS" JOINT SHEARS

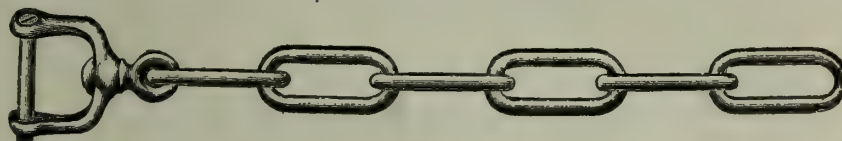


See that Patent Spring Joint.
It makes it the easiest cutting shear.

These Patent Spring Joint Shears are adjusted to give the cutters an absolutely even pressure which will make them last longer in use than three regular style shears of the same grade.

For Sale by All Leading Wholesale Hardware Houses

**Electric
Welded**



**Highest
Quality**

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

**Coll
Chain**

**Logging
Chain**

**Heel
Chain**

**Loading
Chain**

**German
Coll**

**Halter
Chain**

**Tie
Outs**

**Cow
Ties**

McKINNON CHAIN COMPANY

BUFFALO, N.Y.

ST. CATHARINES, ONT.

Pilkington Bros., Limited, St. Helens, Mancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished
Wire Glass
Cast and Ribbed Rolled Glass
Leaded Lights



Wire Screens

Plain and Figured Cathedral
Glass
Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

CANADIAN OFFICES AND DEPOTS:

Montreal
Busby Lane

Oronto
Mercer Street

Winnipeg
Market Street

Vancouver
Columbia Ave.

Do You Want to Buy or Sell?

The Condensed Ad. in Hardware and Metal bring results. Two cents a word first insertion, one cent a word each subsequent insertion.



PLYMOUTH CORDAGE CO.

PLYMOUTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lath yarns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

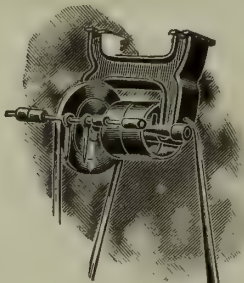
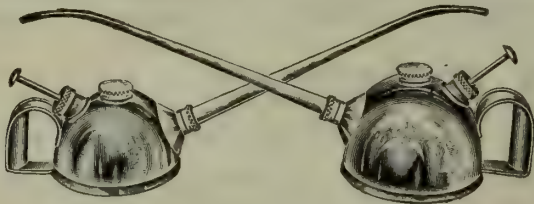
Stocks at
TORONTO
MONTREAL
HALIFAX.

ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

The AYLMEYER



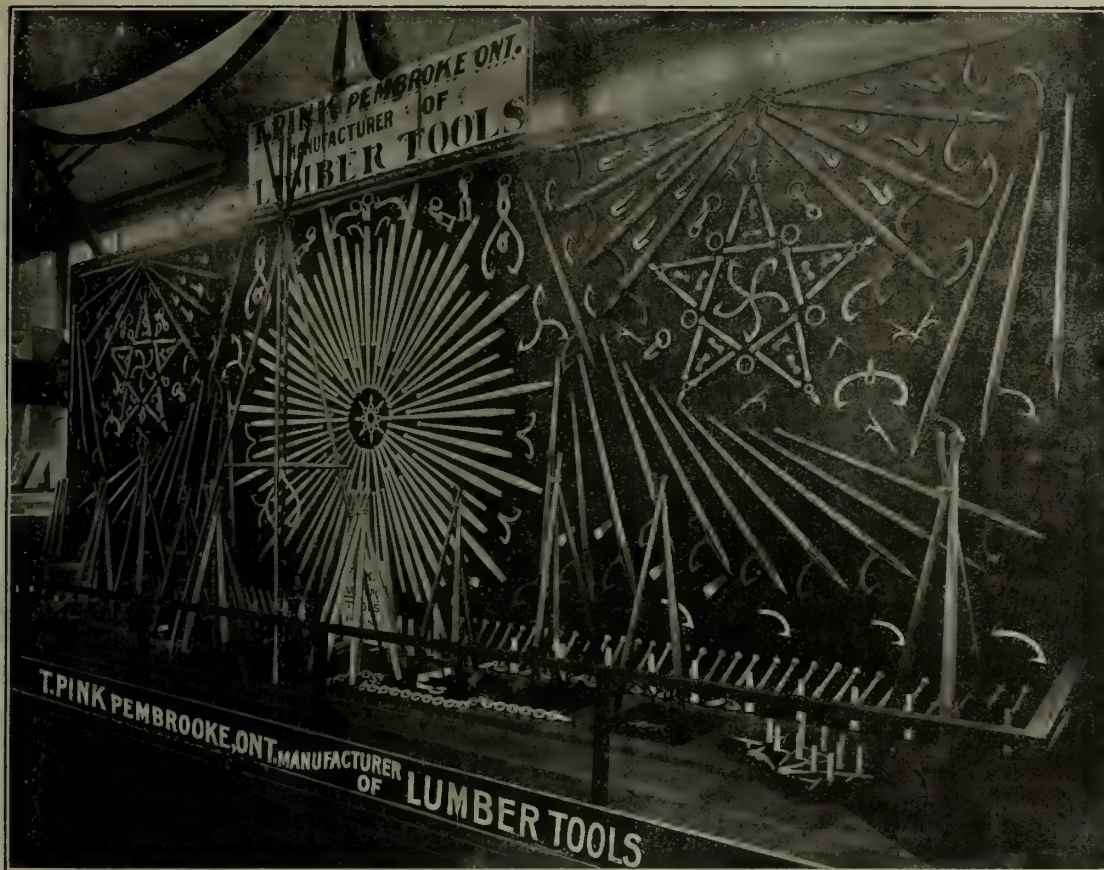
Branch Pipe Double
Acting Force Pump
fitted for Windmill
or Hand use.

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited
AYLMER, ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

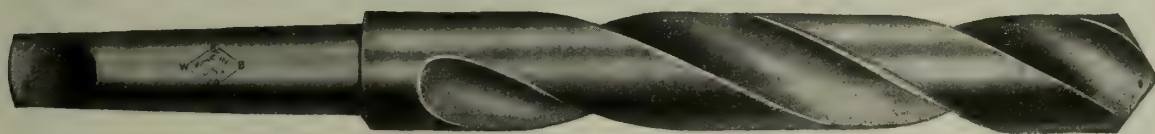
Light and Durable

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

“W & B Diamond” Twist Drills



We carry the largest stock of all standard sizes
of Twist Drills in Canada, and make shipment same
day order is received.

Send your orders to us and you will not be
troubled with Customs or Brokerage Fees.

Highest Quality Guaranteed

The Whitman & Barnes Mfg. Co.

St. Catharines, Ontario



ASK FOR

GILBERTSON'S
COMET
Galvanized Sheets

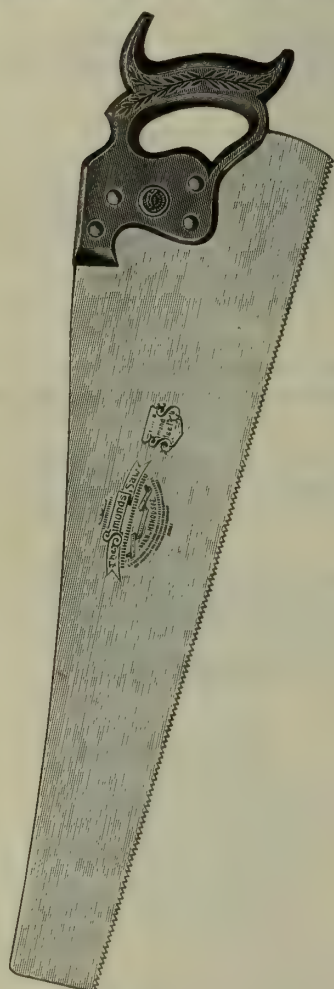
None better or more reasonable in price.

Makers, **W. GILBERTSON & CO., LTD.**,
Pontardawe, South Wales

Sole Canadian Agent

ALEXANDER GIBB,
13 St. John St. MONTREAL

SIMONDS



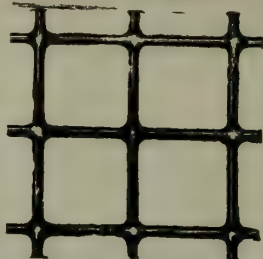
There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.
FITCHBURG, - MASS.

Branches throughout the United States and Canada.

CANADA WIRE GOODS MFG. CO.

Manufacturers of every kind of



**Iron, Steel, Brass and
Copper Wire Cloth**

*Crimped and Pressed Wire Work
of all Kinds*

HAMILTON - - - ONT.

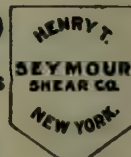
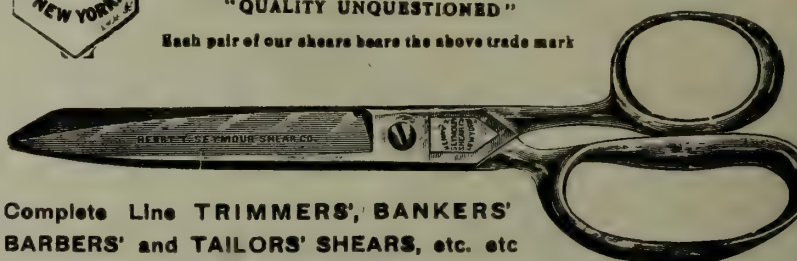


SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK

Latest catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS'
BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE DANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba



Buy the Best.

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

HERCULES

Sash Cord

For Sale by all Wholesale Dealers.



THE "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



Broom Corn is Scarce

but we have been careful to secure a supply of the choicest grade stock for our

Klondike and Jubilee Brooms

The trade may therefore rely upon the high quality of these goods being fully maintained.

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

You can do What this man did for Two Cents !

112-114 Michigan Ave., Dryston, Mich.
March 22nd, 1910.

Star Expansion Bolt Co.,
147-149 Cedar St.,
New York City.

Gentlemen :-

You will undoubtedly be very pleased to hear that the stock of STAR EXPANSION BOLTS recently placed, has been completely wiped out. I firmly believe that your tremendous advertising campaign was directly responsible for fully 75% of the sales on this line. Herewith order covering 300 more.

Yours very truly,
John L. Tully Hardware Co.
John L. Tully, President.

Let us explain our proposition to you. Send for it, our free sample and catalogue 36.

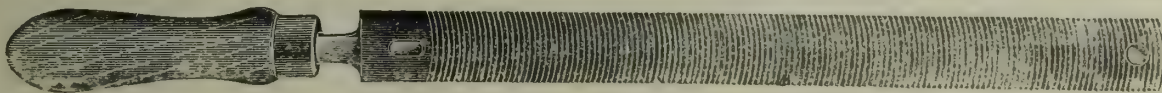
Star Expansion Bolt Co.

Catalogue Department 36

147-149 Cedar St., - New York City.



AWARD OF THE ELLIOT CRESSON GOLD MEDAL given by the Franklin Institute for Superiority Over All Other Files Tested



TO THE DREADNAUGHT PATENT MILLING FILE

For the most meritorious invention of the age: On cast iron 29 commercial files were tested and the best removed 20.6 inches. A Dreadnought removed 143.75 inches. Four were tested. High carbon Steel, the best commercial file, removed 6.4 cubic inches. The Dreadnought removed 25.8 cubic inches.

DOES THIS MEAN ANYTHING TO YOU: The Dreadnought files are made with backs and handles also with tang in fine cut for Mill and Saw Work. Horse shoeing tools in plain and tanged. If the goods are wrong you get your money back

Manufactured by

The J. H. Hanson Tilley Co., Ltd., 422-424 St. Paul St., MONTREAL, P.Q.

AGENTS: Vancouver, B.C.—Flock & Thompson. Winnipeg, Man.—Bissett & Loucks, Limited. Hamilton, Ont.—Fran Radigan. St. John, N.B.—The Jas. Robertson & Co. Halifax, N.S.—Austin Bros. St. John's, Newf.—Argel Engineering & Supply Co., Limited.

Stanley Tools

We show here another group of Tools we manufacture.

STANLEY CENTRE PUNCHES, NAIL SETS and SCREW DRIVER BITS are oil tempered and fully guaranteed.

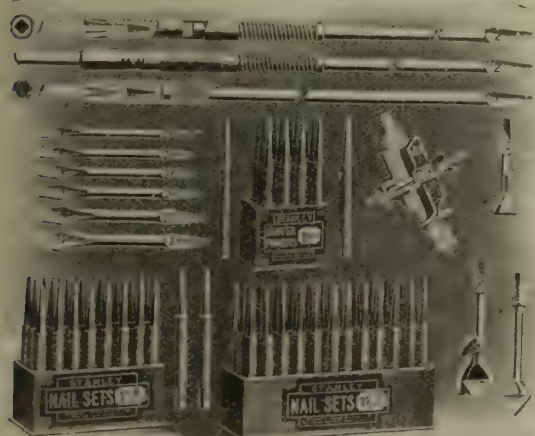
STANLEY EXTENSION BIT HOLDERS enable the user to bore through walls, floors, etc., where an ordinary bit will not reach.—Will follow up a 5-8 inch bit.

STANLEY ADJUSTABLE BIT GAUGE will enable one to bore any number of holes to a given depth. Can be attached to any size of bit up to one inch.

STANLEY COUNTERSINKS are suitable for every variety of wood screws. Send for catalogue.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



A WARM HOUSE in winter is a COOL HOUSE in summer

This IDEAL can be achieved by using OUR BUILDING PAPERS and ROOFING.

It saves MONEY and gives COMFORT, at the same time BRINGING BUSINESS to the dealer.

We make these lines to suit the Canadian climate. These are the Brands—

BLACK DIAMOND Tarred Felt



JOLIETTE and CYCLONE Sheathing.

We also sell wrapping papers of all descriptions

ALEX. McARTHUR & CO., Limited

82 McGill Street

MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb. 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.
James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbitt metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.
Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.
Lion Metal Co., Montreal.—Lion, 40c.; Genuine, 50c.; Crown, 40c.; Antifric-tion, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

Montreal. Toronto
Plates, ½ to 1 inch, per 100 lb. 2 20 2 20
Heads, per 100 lb. 2 45 2 45
Tank plates 3-16 inch. 2 30 2 40
Tubes per 100 feet, 1½ inch. 9 50 9 00
" 2 " 8 25 8 50
" 3 " 10 50 10 00
" 4 " 12 00 12 10
" 5 " 15 00 15 30
" 6 " 19 25 19 45

BRASS.

Spring sheets, up to 20 gauge. 0 22
Rods, base ½ to 1 inch, round. 0 21
Tubing, seamless base, per lb. 0 25
Tubing, iron pipe size, 1 inch base. 0 23
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, and angle and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

Per 100 lb.
Casting ingot. 14 00 14 25
Cut lengths, round bars, ½ to 2 in. 21 00
Plain sheets, 14 oz., 14x48", 14x60". 23 00
Plain, 16 oz., 14x48 and 14x60. 22 00
Tinned copper sheet, base. 24 00
Planished base. 23 00
Braziers, in sheets, 6x4. 23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

Montreal. Toronto.
Canadian foundry, No. 2. 22 00
Middleboro, No. 3 pig iron. 17 75 21 00
Summerlee, No. 2. 20 25 23 50
Carron, special. 20 00
Carron, soft. 18 75
Cleaveland, No. 1. 18 75 21 75
Clarence, No. 3. 18 00 21 50
Jarow. 17 75 21 75
Glengarnock. 23 50
Radnor, charcoal iron. 32 00 32 50
Ayrshire, No. 3. 18 75
Ferro Nickel pig iron (Soo). 25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh. 27 50
Angles. 2 50
Common bar, per 100 lb. 1 90 2 00
Forged iron. 2 05 2 10
Refined. 2 15 2 25
Horseshoe iron. 2 15 2 25
Mild steel. 1 90 2 10
Sleigh shoe steel. 1 90 2 10
Iron finish machinery steel (domestic). 1 95 2 10
Iron finish steel (foreign). 2 25 2 25
Reeled machinery steel. 2 85 3 00
Steel. 2 00 2 35
Sheet cast steel. 0 15 0 15
Toe call steel. 2 40 2 50
Mining cast steel. 0 07½ 0 08
High speed. 0 65 0 65
Capital tool steel. 0 50
Cammell Laird. 0 15
Black Diamond tool steel. 0 08 0 08
Corona tool steel. 0 06½
Silver tool steel. 0 12½

COLD ROLLED SHAFTING

9-16 to 11-16 inch. 0 06
1 to 1-16 " 0 05½
1-16 to 3 " 0 05
Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

Montreal Toronto
10 gauge. 2 30 2 50
12 " 2 30 2 55
14 " 2 20 2 35
17 " 2 20 2 45
18 " 2 20 2 45
20 " 2 30 2 45
22 " 2 25 2 55
24 " 2 25 2 55
26 " 2 35 2 65
28 " 2 40 2 80

CANADA PLATES

Ordinary, 52 sheets. 2 40 2 60
All bright, 52 sheets. 3 50 3 60
Galvanized—Apollo D. Crown Ordinary
18x24x52. 4 45 4 45 4 35
60. 4 70 4 70 4 60
20x28x80. 8 90 8 90 8 70
940. 9 40 9 40 9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square. 5 50
24 " " 4 80
26 " " 3 50
28 " " 3 30

GALVANIZED SHEETS

B.W. Queen's Fleur-Gordon Gorbals
gauge Head de-Lis Crown Best
16-20. 3 60 3 35 3 50 3 60
22-24. 3 65 3 40 3 65 3 65
26. 4 05 3 80 4 05 4 05
28. 4 25 4 00 4 25 4 25
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand— Montreal Toronto
24 gauge, American. 3 60 3 35
26 " " 3 85 3 40
28 " (26 English). 4 10 3 85
10½ oz., equal to 28 English. 4 35 4 15

IRON PIPE

Size (per 100 ft.) Black. Galvanized
inch. 2 03 inch. 2 86
" 2 25 " 3 08
" 2 33 " 3 48
" 3 28 " 4 43
" 4 70 1 " 6 35
1½ " 6 41 1½ " 8 66
1½ " 7 70 1½ " 10 40
2 " 10 26 2 " 13 86
2½ " 16 39 2½ " 22 14
3 " 21 52 3 " 29 67
3½ " 27 08 3½ " 36 58
4 " 30 78 4 " 41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices: Montreal Toronto
Heavy copper and wire, lb. 0 11½ 0 11
Light copper bottoms. 0 10 0 10
Heavy red brass. 0 10 0 10
" yellow brass. 0 08 0 08
Light brass. 0 06½ 0 06½
Tea lead. 0 02½ 0 02½
Heavy lead. 0 02½ 0 02½
Scrap zinc. 0 03 0 03
No. 1 wrought iron. 12 00 11 00
Machinery cast scrap, No. 1. 16 00 15 00
Stove plate. 12 50 13 00
Malleable. 9 00 8 00
Miscellaneous steel. 7 00 6 00
Old rubbers. 0 09 0 08½

LEAD.

Montreal Toronto
Domestic (Trail) pig, 100 lb. 3 60 3 75
Imported pig, per 100 lb. 3 75 3 85
Bar pig, per 100 lb. 4 15 4 25
Sheets, 2½ lb. sq. ft., by roll. 5 0 5 00
Sheets, 3 to 6 lb. ft. 4 75 4 75
Cut sheets ½ c. per lb. extra.
Cut sheets to size, ½ c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, ½ c. per pound.
Traps and bends, 50 per cent.

SOLDER.

Per lb. Montreal Toronto
Bar, half-and-half, guaranteed. 0 20 0 19
Wiping. 0 18½ 0 17½

SHEET ZINC.

5-owt. oaks. 6 75 6 75
Part oaks. 7 00 7 00

SPELTER.

Foreign, per 100 lb. 5 75 6 00

TIN AND TINPLATES

Lamb and Flag and Strals—
56 and 28-lb. ingots, 100 lb. \$35 00 35 00

Charcoal Plates—Bright
M.L.S. Famous (equal Bradley) Per box.
I.C. 14 x 20 base. \$6 00
IX, 14 x 20. 6 50
IXX, 14 x 20 base. 7 50

Raven and Vulture Grades—
I.C. 14 x 20 base. 5 00
IX. 6 00
IX X. 7 00
IX X X. 8 00

'Dominion Crown Best'—Double
Coated, Tinned. Per box
I.C. 14 x 20 base. 5 50 5 75
IX, 14 x 20. 6 50 6 75
IXX 14 x 20. 7 50 7 75

'Allway's Best'—Standard Quality.
I.C. 14 x 20 base. 4 25
IX, 14 x 20. 5 00
IXX, 14 x 20. 5 75

Bright Cokes.

Bessemer Steel—
I.C. 14 x 20 base. 4 00
20x28, double box. 2 00

Charcoal Plates—Torne.
Dean or J. G. Grade—
I.C. 20x28, 112 sheets. 7 50
IX, Torne Tin. 9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X X, 14x56, 50 sheet box. 6 75
" 14x60, "
" 14x65, "

Tinned Sheets.
72x30 up to 24 gauge, case lots. 7 25 7 50
" 25 " " " " " " 8 00

WIRE

ANNEALED OUT RAY BAILING WIRE.
No. 17, \$3.80; No. 11, \$3.97; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

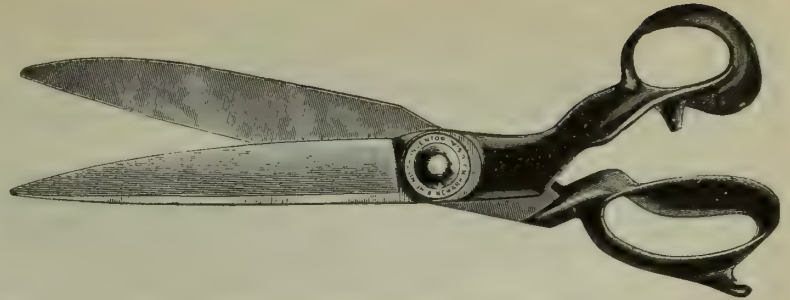
COILED SPRING WIRE.
High Carbon, No. 9, \$2.45 in case f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras
In 100-lb. lots: No. 17, \$5.00; No. 18, \$5.50; No. 19, \$6.00; No. 20, \$6.55; No. 21, \$7.10; No. 22, \$7.30; No. 23, \$7.65; No. 24, \$8.00; No. 25, \$8.40; No. 26, \$8.80; No. 27, \$9.10; No. 28, \$9.50; No. 29, \$9.90; No. 30, \$10.30; No. 31, \$10.70; No. 32, \$11.10; No. 33, \$11.50; No. 34, \$11.90. Extra net—tinned wire, Nos. 17-25, \$2—Nos. 26-31, \$4—Nos. 32-34, \$2. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 50-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in 4-lb. hanks, 35c.—in 1-lb. hanks, 50c.—packed in cases or cases, 15c.—bagging or papering, 10c.

The Shears of proved quality—

HEINISCH SHEARS



The keen-cutting edge on Heinisch Shears has won for them a supreme place and has made them the most profitable line of shears in the trade.

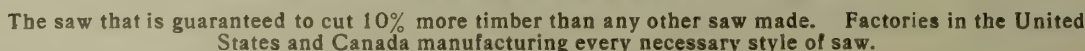
Tailors' Shears Tinners' Snips Trimmers, etc.

Sold by all jobbers.

R. Heinisch & Sons Co., Limited

Newark, N.J., U.S.A.

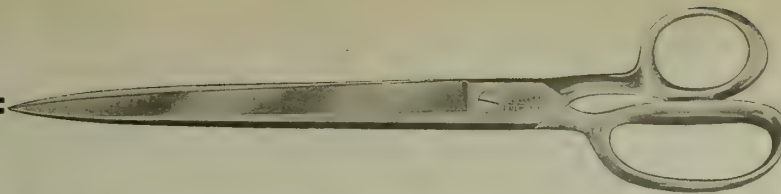
HAY WIRE IN COILS.		PARIS WHITE.		Island City Dreadnought Finish 2 50		"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.	
\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.		In bbls 1 00		C.O. Co's. Permalite, interior..... 2 00			
GALVANIZED WIRE.		PIGMENTS.		" Herculo, exterior..... 2 00			
From stock, f.o.b. Montreal—100 lbs., Nos. 4 and 5, \$2.75; 6, 7, 8, \$2.70; 9, \$2.25; 10, \$2.75; 11, 2.80; 12, \$2.40; 13, \$2.50; 14, \$3.10. In car lots straight or mixed.		Orange Mineral, casks 0 09		" Reflex, floor..... 2 25			
POULTRY NETTING.		" 100-lb. kegs..... 0 09		" Japanite Dryer..... 1 25			
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.		PREPARED PAINTS.		Stovepipe varnish, ½ pints, per gross.. 8 00			
Poultry netting staples, 55 per cent.		Per gallon in qt. tins		Beeswax, per lb., 40 cents.			
SMOOTH STEEL WIRE		Sherwin-Williams paints..... 1 70		Pine tar, half pint tins, 60 cents per doz.			
No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 5c. extra; No. 16 gauge, 70c. extra. Add 60c. for cooping and \$2 for tinning		Canada Paint Co.'s mure..... 1 70		Plaster of Paris, per bbl., \$2.30.			
Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ¼-lb. hanks 75c., in ½-lb. hanks \$1.		Globe house paint (Windsor)..... 1 25		Pure white shellac varnish, in barrels 1 75			
WIRE CLOTH		" New Era" house paint (Windsor)..... 1 35		Pure orange " " " 1 70			
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.		Benj. Moore Co.'s "Ark" b.d. 1 25		No. 1 orange " " " 1 25			
WIRE FENCING		Moore's pure linseed oil, H.O. 1 35		WINDOW GLASS			
Galvanized barb..... 2 45		Brandram-Henderson's "English" 1 60		Size United			
Galvanized, plain twist..... 2 75		Ramsay's paints, Pure		Inches.		Star	
Car lots and less.		" Thistle..... 1 10		Under 26.....		Diamond	
Dominion special deal fencing, 33½ p.c. small lots; extra 5 p.c.		Martin-Senour 100 p.c. pure..... 1 70		26 to 40.....		\$4 25	
F.O.B. Montreal.		Senour's Floor Paints..... 1 45		41 to 50.....		\$ 6 25	
WIRE ROPE		Jamieson's "Crown and Anchor" 1 40		51 to 60.....		5 10	
Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch, \$16.80.		Jamieson's floor enamel..... 1 75		61 to 70.....		5 35	
Black, 1st grade, 6 strands, 19 wires, ½, \$5; inch, \$15.10. Per 100 feet f.o.b. Toronto.		Island City pure paints..... 1 40		71 to 80.....		5 75	
WROUGHT STAPLES		Sanderson Peacock's, pure .. 1 40		81 to 85.....		6 25	
Galvanized..... 2 85		Robertson's pure paints..... 1 40		86 to 90.....		7 00	
Plain..... 2 60		PLASTER OF PARIS		91 to 95.....		15 00	
PAINTS, OILS AND GLASS		Per barrel..... 2 30		96 to 100.....		17 50	
BARN PAINT		PINE TAR		Toronto, 30 p.c. to 30 and 5 p.c.		20 50	
In barrels, 1-gal. tins..... 0 70 0 90		Half-pint tins, per dozen..... 0 60		WHITE LEAD GROUND IN OIL. Per 100 lb			
In barrels, 5-gal. tins..... 0 65 0 85		PURTY.		Montreal		Toronto	
BEESWAX		Standard.		Munro's Select Flake White..... 6 25		6 40	
Per lb..... 0 40		Bulk in casks .. 2 20		Elephant Genuine..... 6 25		6 40	
CHEMICALS.		" 100-lb. drums 2 45		Lily Pure..... 5 75		5 90	
In casks per lb.		Bladders in bbls 2 70		Tiger Pure..... 5 55		5 70	
Sulphate of copper (bluestone)..... 0 07		RED DRY LEAD.		Monarch (Windsor)..... 6 50		6 50	
Litharge, ground..... 0 05		Genuine, 560 lb. casks, per cwt 4 75		Emex Genuine (Windsor) .. 5 50		5 50	
" flaked..... 0 05		Genuine, 100 lb. kegs. " 5 25		" Anchor," pure..... 5 10		5 65	
Green copperas (green vitrol)..... 0 01		No. 1, casks, per 100 lbs..... 4 25		Ramsay's Pure Lead..... 5 50		5 85	
Sugar of lead..... 0 08		No. 1, kegs, per 100 lbs..... 4 75		Ramsay's Exterior..... 5 25		5 60	
COLORS IN OIL.		SHINGLE STAINS.		" Crown and Anchor," pure..... 5 75		5 90	
Venetian red, 1-lb. tins pure..... 0 09		In 5-gallon buckets..... 0 75		Island City pure lead..... 5 75		5 90	
Chrome yellow..... 0 18		TURPENTINE AND OIL.		Sterling C.P..... 5 75		5 75	
Golden ochre..... 0 11		Montreal		Decorators..... 6 25		6 25	
French..... 0 09		Toronto		Sanderson Peacock's..... 5 75		5 75	
Chrome green..... 0 11		Prime white petroleum per gal.... 0 134		Robertson's C.P. lead..... 5 50		5 65	
French permanent green..... 0 15		Water white..... 0 154		Decorators' Pure..... 5 75		5 90	
Sign writers' black..... 0 17		Fratt's astral..... 0 174		No. 1 brands 40c per hundred lower.			
Marine black, 25 lb. tins..... 0 05		Castor oil, per lb..... 0 08		WHITE ZINC (DRY).			
GLUE.		Motor Gasoline single bbls..... 0 164		Extra Red Seal, V.M..... 0 074			
French medal..... 0 10		Benzine, per gal single bbls..... 0 154		WHITE ZINC IN OIL.)			
German common sheet..... 0 10		Turpentine, single barrels..... 0 83		Pure, in 25-lb. tins..... 0 084			
German prima..... 0 15		Linseed Oil, raw..... 1 0		No. 1, "..... 0 07			
White pigfoot..... 0 15		boiled 1 13		No. 2, "..... 0 054			
Brantford medal..... 0 10		VARNISHES.		WHITING.			
" brown sheet..... 0 10		Per gal. cans.		Plain, in bbls..... 0 70			
" golden sheet..... 0 13		Carriage, No. 1..... 1 50		Gilders bolted in barrels..... 1 00			
" gelatine..... 0 22		Pale durable body..... 3 50		HARDWARE			
" white gelatine..... 0 20		" hard rubbing..... 3 00		ADDS.			
" 100% pure..... 0 12		Finest elastic gearing..... 1 50		Carpenters', per doz..... 12 50 14 00			
Brantford all-round glue ¼-lb packages, 15c.; 1-lb. packages, 25c. Discount.		Furniture, polishing..... 2 00		Plainship, "..... 18 00 22 00			
PARIS GREEN.		Furniture, extra..... 1 15		AXES AND HATCHETS			
Drums, 50 and 100 lbs..... 0 194 0 194		No. 1 brown japan..... 1 30		Single bit, per doz..... 6 00 9 00			
Packets, 1-lb., 100 in case..... 0 214 0 214		No. 1 black japan..... 1 00		Double bit "..... 10 00 12 00			
¼-lb..... 0 234 0 234		Turps brown japan..... 1 50		Bench Axes..... 6 75 10 00			
Tins, 1-lb., 100 in case..... 0 224 0 224		No. 1 brown japan..... 1 00		Broad Axes..... 22 75 25 00			
		Baking black japan..... 0 20		Hunters' Axes..... 5 00 6 00			
		No. 1 black japan..... 0 20		Boys' Axes..... 5 75 6 50			
		Benzine black japan..... 0 20		Lathing hatchets..... 4 79 10 10			
		Crystal Damar..... 2 50		Shingle "..... 1 45 6 75			
		No. 1 "..... 2 25		Claw "..... 1 70 5 00			
		Pure asphaltum..... 1 40		Barrell "..... 5 50 6 85			
		Oilcloth..... 1 50		ANVILS.			
		Lightning dryer..... 0 75		Taylor-Forbes, prospectors..... 0 054			
		Elastilite varnish..... 2 00		Buckworth, per lb..... 0 104			
		Granitine floor varnish..... 1 20		AMMUNITION			
		Maple Leaf coach enamels..... 2 50		" Dominion" Rim Fire Cartridges and			
		Sherwin-Williams' kopal varnish .. 2 00		C.B. caps, 50 and 2½ p.c.; E.B. caps, 50, 10 and			
		Canada Paint Co's sun varnish..... 2 40		2½ p.c.; Centre Fire Pistol Cartridges, 25 and			
		" Kyanite" Interior Finish..... 1 80		2½ p.c.; Centre Fire Sporting and Military			
		" Flint-Lac," coach..... 2 50		Cartridges, 10 and 10 p.c.; Primers, 10 and 2½			
		B.H. Oo's "Gold Medal," in cases 2 50		p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot			
		Jamieson's Copalene..... 3 00		Cartridges, discount same as ball cartridges,			
		Flatline floor finish..... 4 25		f.o.b. any jobbing point east of Manitoba.			
		Elastilite exterior finish..... 4 25		Net 90 days.			



SIMONDS CANADA SAW CO., Ltd.

Montreal, P.Q., Vancouver, B.C., St. John, N.B.

Cotter pins, 90 p.c. Montreal.

Ordinary Straight
Trimmers

Why Sell Clauss Shears?

We can't give you all the reasons in a short talk like this! But here are just a few:

- | | |
|-------------------------------|----------------------------------|
| They cut from heel to point | They work easily and smoothly |
| They do not cramp the hand | They are perfectly nickel-plated |
| The screw does not come loose | |

Clauss goods are the most complete line of cutlery in the world. Our catalogue will convince you. Send for it to-day.

CLAUSS SHEAR CO.

169 Spadina Avenue, Toronto

PICCOLO WARE.

Discount 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Boiler and tea kettle pits, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

SAWES.

Baker's 7 50 11 00
" King Outer 15 08
Henckel's 7 50 20 00
Clauss automatic safety 27 00
Clauss perfect stropper 16 10
Gillette Safety, each 3 75
" Clauss Razors and stroppers, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE.

Sisal rope 0 09
Pure Manila rope 0 10½
" British" Manila 0 08½
Cotton, 3-16 inch and larger 0 24
Russia Deep Sea 0 16
Jute 0 09
Lath Yarn, single 0 08
" double 0 03½
Sisal bed cord, 48 feet, per doz. 0 82
" 60 feet, 0 80
" 72 feet, 0 75
Cotton clothes line, 27½ off. 0 27
Bag, Russian twine, per lb. 0 26
Wrapping, cotton, 3-ply twine 30
" 4-ply twine 30
Mattress twine per lb. 0 35
Staging 0 27

REFRIGERATORS.

Galvanised-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12½ per cent.
Copper Burs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages 10. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 15
" vory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set 0 75
" No. 50, nickel-plated, " 0 80
" handles, japanned, per gross 4 25
" common, plain, 4 25
" plated, 5 50
Asbestos, per set 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb. 2 20
Solid, 3 to 30 lb. 1 41

SASH CORDS.

No. 8, per lb. 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Diaton's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 80
Common doors or 3 panel, grained only, 4-in. style 8 10
Beaver window screens, 14x18, open 23½ inches 1 60
Perfection window screens, 14x18, open 22½ inches 1 80
Model window screens, 14x22, open 36½ inches 2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 45
Nicholson, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS.

Wood, F.H., bright and steel 85 and 10
" R.H., bright 80 and 10
" F.H., brass 75 and 10
" R.H., brass 70 and 10
" F.H., bronze 70 and 10
" R.H., bronze 65 and 10
Drive screws 85 and 10
Set, case hardened 60
Square cap 50 and 05
Hexagon cap 45
Bench, wood, per doz \$5 00
" iron, per doz 4 25

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz. 0 65 1 00
North Bros., No. 30 per doz. 16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 4; pruning, 70.
Seymour's, 50 and 10 per cent

SHELF BRACKETS.

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Baker, hockey 30c. upwards : spring, Empire hockey sticks, \$3.00, \$3.50.
Micmac and Rex sticks. \$4.00, \$5.00.
Fucks net, \$1.50.

SHOVELS AND SPADER.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;
No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Diaton's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. \$2 85

SNAPS.

Harness, 25 per cent

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks 8 00

STAPLES.

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 6 75
Blind, per lb. 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS.

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch 7 50
Nestable, 45 per cent.

STOVEPIPE ELBOWS.

5 and 6-inch, common, per doz. 1 22
7-inch 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita per lb. 0 25 0 37
Hindustan " 0 08 0 10
" slip " 0 18 0 20
" Axe " 0 10 0 10
Deer Creek " 0 10 0 10
Deerlick " 0 25 0 25
" Axe " 0 15 0 15
Lily white " 0 42 0 42
Arkansas " 1 50 1 50
Water-of-Ayr " 0 10 0 10
Scythe per gross 3 50 5 00
Grind, 40 to 200 lb., per ton. 20 00 22 00
" under 40 lb. 24 00
" 800 lb. and over 28 75

TACKS, BRADS, ETC.

Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blue and tinned, bulk, 70 and 10; Swedes, gimp, blue, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch poi shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each 0 94
" steel, No. 264, 66 ft., each 3 70
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
" Metallic, No. 1821 1 95
" Steel, No. 1810, 50 feet 4 20

TROWELS.

Diaton's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMING.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE).

Out O' Sight Mouse Traps 0 60
" Rat Traps 1 20
Easy Set Mouse 0 45
" Rat 0 95
Blizzard Mouse Traps 0 45
" Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VISES.

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs. 3 55
Saw vise 4 50 5 00
Blacksmith's, 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario 41 25
Round, re-acting per doz. 73 75
Square 77 50
Dowdell 48 75
New Ontario, Style A 93 75
Ideal Power 165 00
Daisy 67 50
" Sapsach 74 00
Puritan Motor 165 00
Connor, improved 48 75
Ottawa 51 25
Connor Ball Bearing 108 75
Connor Gearless Motor Washer 172 50
20 per cent.

WRINGERS.

Royal Canadian, 11 in., doz. 46 25
Improved Royal Canadian, 11 in. 48 75
Eze, 10 in., per doz 47 25
Picycle, 11 inch 58 25
Trojan, 12 inch 101 50
Challenge, 3 year, 11 in. 49 75
Ottawa, 3 year, 11 in. 56 00
Favorite 5 year, 11 in. 67 10
20 per cent.

WHEELBARROWS.

Navy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in. 0 70
" " 34 in. 1 00
" " 36 in. 1 25
" " neckyokes, 36 in. 1 05
" " doubletrees, 40 in. 0 95
" " lumbermens, 44 in. 1 15

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

WRENCHES.

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS.

Canadian, 50 per cent

HARDWARE AND METAL

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.

National Hardware Co., Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.

Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.

McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.
Lion Metal Co., Montreal
Clare, Little & Co. Saskatoon, Sask

Metals.

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co., Montreal.

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Mining Drills

Wm. Jessop & Sons, Sheffield, Eng.

Mop Wringers.

White Mop Wringer Co., Fultonville, N.Y.

Nails Wire

Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
McBrien Mfg. Co., Toronto
Farmer & Bulloch Co., Gananoque
Jas. Pender & Co., Ltd., St. John, N.B.
United States Steel Products Export Co., Montreal.

Quers

Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.

Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Dennis Wire & Iron Co., London, Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks

Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps

J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.

Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Engl
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Paris Green

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Thos. Garrett & Son

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Hart & Oooley Co., New Britain, Conn
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Hamilton Stamp and Stencil Works, Hamilton

Rules and Gauges

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WOOD SCREWS

In Iron, Brass or Bronze

be sure and specify our make.

We have a splendid forty years' reputation for quality to maintain, and we do not make any "seconds" goods. Order to-day through your jobber.

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KERR'S GLOBE AND GATE VALVES

STRICTLY HIGH GRADE. TESTED & PACKED



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A PRODUCT OF RECOGNIZED SUPERIORITY
Combining all the valuable features which experience has demonstrated to be desirable.



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Steel, Metallic, Linen, Pocket, Ass Skin, Pat. Leather, Bent Leather, Etc.

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Twelve

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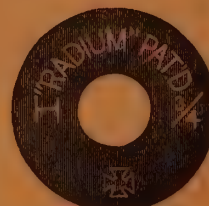
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Sheet Zinc Zinc Spelter Ingot Tin Ingot Copper Bar and Sheet Copper

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Rubber Belting. For Mines, Lumber Mills, Tanneries,
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VOL. XXII.

PUBLICATION OFFICE: TORONTO, MAY 7, 1910

NO. 19

ANVILS BITS

HENRY BOKER

MANUFACTURER
OF

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REGISTERED TRADE MARK

Pliers Vices HARDWARE

SPECIALITIES OF ALL DESCRIPTIONS

For Sale by Leading Wholesale Houses.

Poultry Netting

—“Lysaght’s” Make—

Thoroughly galvanized and well woven

STOCK OR IMPORT

John Lysaght, Limited
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Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd
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Managers Canadian Branch

The Scientific LAWN MOWER SHARPENER

should be sold by every hardwareman.



INSTRUCTIONS

FOR
USING

First adjust boxings of Mower reel to stop all play. Take the wooden roller out and attach “Scientific” as shown in cut. Adjust to mower reel just so reel revolves nicely. Run mower on some smooth place until knives are ground away from sharpener. Now tap down on attaching irons to set sharpener up against knives again. Grind as before until sharpened to suit. Now detach and adjust the shearing or bed plate up to knives so they will shear clear across. Your mower should cut as good as new. If for any reason you fail to find attachment as shown in cut, run the slotted wooden roller arms or bearings up as high as possible. Turn the slotted attaching irons of sharpener up and bolt through top of slot of wooden roller arms. In some cases it may be necessary to set the attaching irons in or out from end of board to obtain alignment for attaching, if so loosen screws and move the irons either way. The sharpeners are made in different lengths. Do not let it get wet. GIVE LENGTH OF KNIVES.

CAUTION: Before you grind, you must adjust reel boxings, if any play. After you grind you must adjust the reel to the shearing plate or shearing plate to the reel as the case may be, before you can cut grass.

Taylor-Forbes Co., Limited

Largest Manufacturers of Lawn Mowers in Canada

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CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

The **IRONCLAD** *Alarm*



"It Rings to Beat the Band."

IF we placed our IRONCLAD movement in an ordinary alarm case, the chances are it would *turn turtle* within a year. And if it lived to tell the tale, it would be to *tell a tale*—for it would get so *clogged* with dust, it could not tell the *truth*.

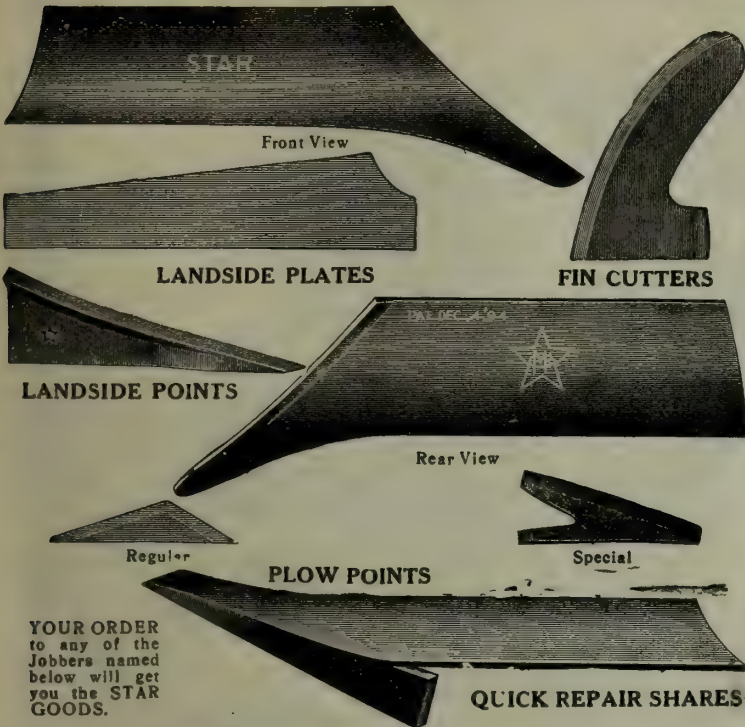
But it's CLAD in heavy IRON armor and it can't *keel over*.—It's stocky, sturdy, steady.—If it's *cleaned* every other year, there's *no telling* how long it'll last.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2½ inches. Weight 2½ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

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YOUR ORDER to any of the Jobbers named below will get you the STAR GOODS.

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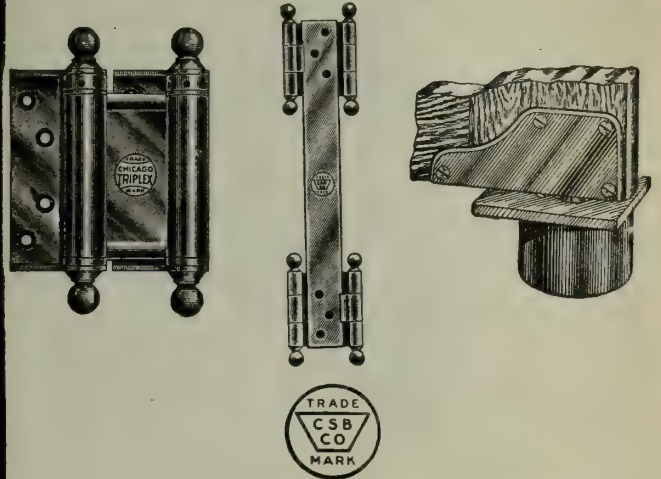
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A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience has demonstrated to be desirable.



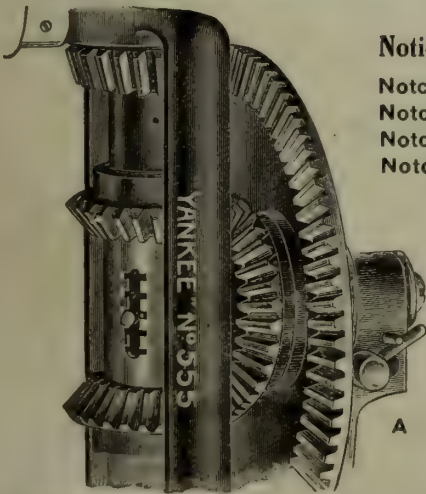
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NEW YORK

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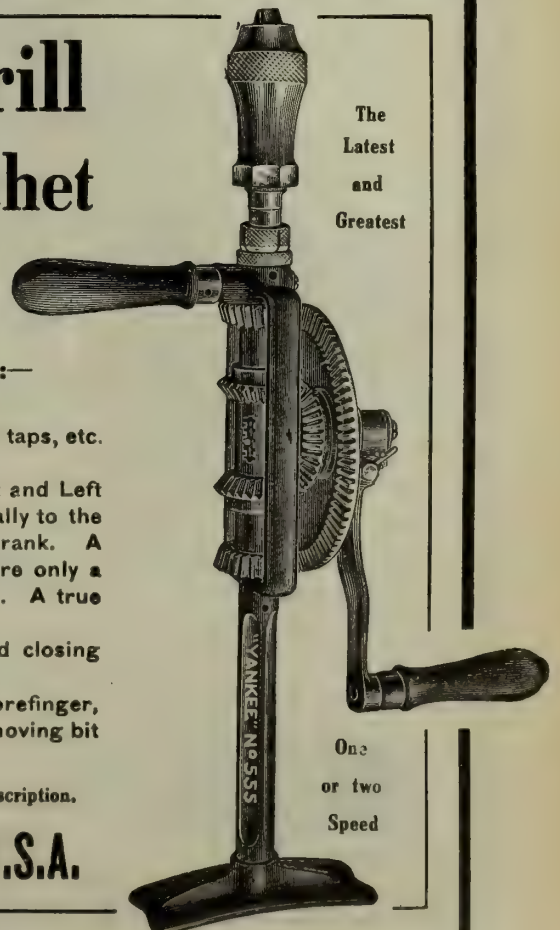


Notice the little shifter between the gears:—

- Notch 1—gives you a plain drill.
- Notch 2—A Left Hand Ratchet for removing taps, etc.
- Notch 3 A Right Hand Ratchet.
- Notch 4—An Automatic, Alternating Right and Left Hand Ratchet, the bit turning continually to the right regardless of the motion of the crank. A great advantage at close quarters where only a short throw of crank can be obtained. A true time saver.
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Sold by leading jobbers. Write for full description.

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In the STANLEY CONCEALED RATCHET BIT BRACE are embodied improvements and refinements in mechanical construction not previously contained in any Bit Brace.

The novel features of design, together with the highest quality of workmanship and material, place this tool in a class by itself as to strength, durability and convenience of operation.

NOTE PARTICULARLY—The Cam Ring which governs the Ratchet is in line with the Bit—a great advantage in working.

The Ratchet mechanism is completely *protected*, so that it is always free from dirt, grit and moisture, and retains oil for a long time.

In the Clutch mechanism, *five teeth* are in engagement when working as a Ratchet, as against *one tooth* in other forms of Ratchet Braces.

They are highly nicked and have Cocobolo Ball-bearing heads and Cocobolo handles.

These Braces, together with many other varieties of Ratchet and Sleeve Braces, are now being made at our CANADIAN WORKS.

Send for Catalogue containing complete description.

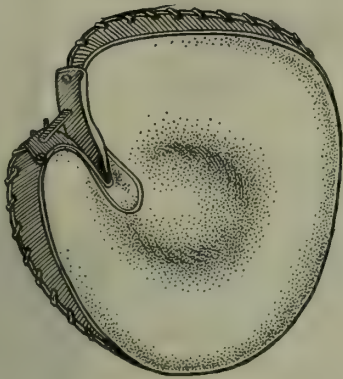
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GUARANTEED

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

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CRESCENT BASE BALL GOODS



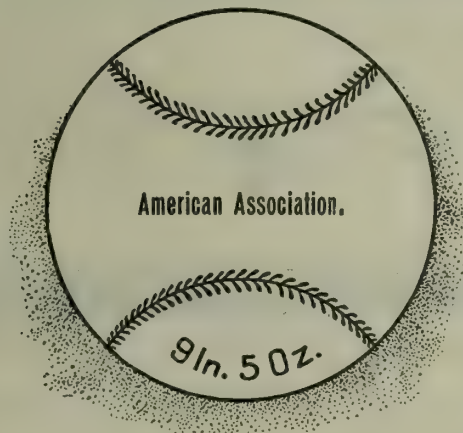
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The Best Made.



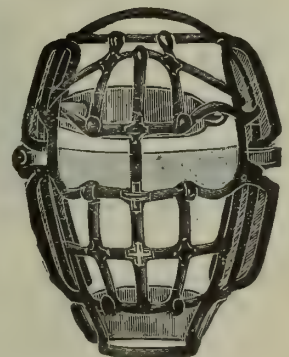
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Electric Welded.



Write for our Sporting Goods
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Our Specialties—F. & W. Brand

The Mark of Quality



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Claw Bars
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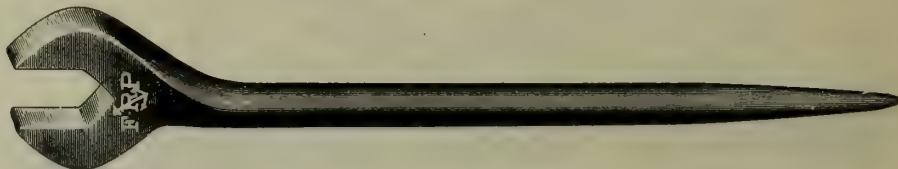
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Spur-Geared
Blocks



F. & W. Claw Bars



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Round
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See our General Hardware Catalogue for these goods.

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Ask our travellers about this line.

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Wholesale Hardware and Iron Merchants

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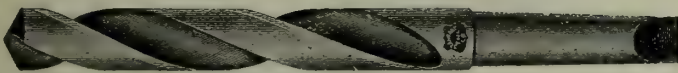


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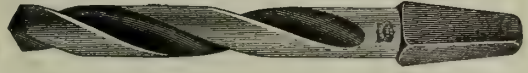
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No. 105



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Successful dealers are careful in the selection of the tools they handle.

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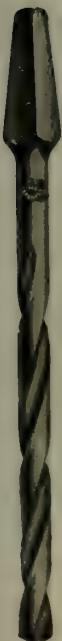
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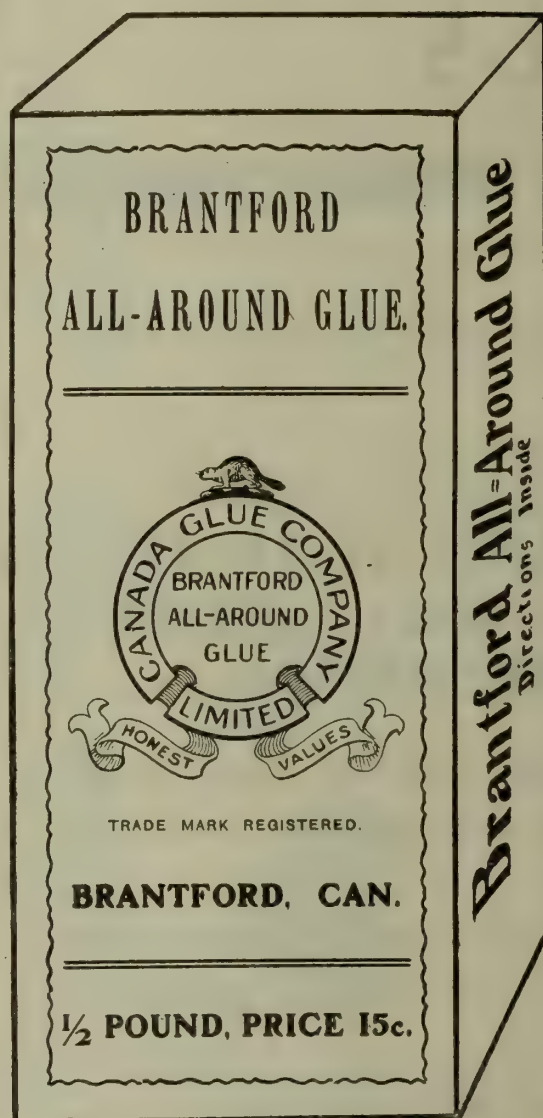
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By Handling The Best



The Package Idea applied to GLUE.

Brantford All-Around GLUE

(GRANULATED)

In Sealed Cartons of 1 Pound and $\frac{1}{2}$ Pound, retailing at 25c. and 15c.

Brantford All-Around Glue is strictly what its name implies: Suitable for any purpose. It is GOOD enough for the Cabinet Maker, the Carpenter, the Painter, the Bookbinder, the Householder, in fact, for anyone requiring a GOOD GLUE. Ready for use in a few minutes.

We assume the responsibility of pleasing your customer by standing back of every package with a guarantee of quality.

It is MADE IN CANADA by the

Largest Glue and Gelatine Works under the British Flag.

Sold by all Jobbers. Ask yours.

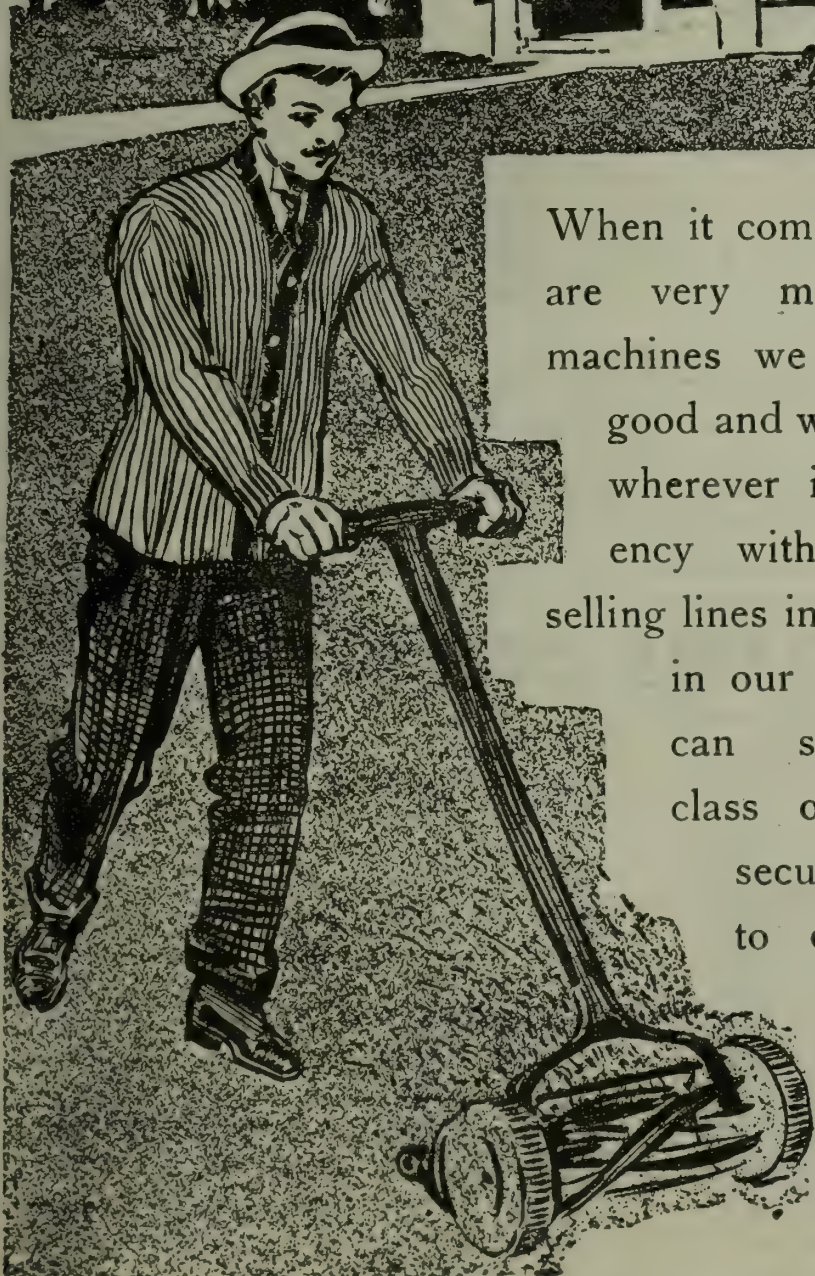
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Montreal, 224 Lemoine St.

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Manufacturers of Glue and Gelatine of all kinds and for all purposes.



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Wholesale Hardware Merchants

We Ship Promptly

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Our Prices Are Right

GRAHAM NAILS ARE THE BEST



BUTTS

**A GOOD LEADER
FOR THE
BUILDERS' HARDWARE
Department.**



(3 x 3 full size)

Builders to-day are asking for
Crescent Brand Butt Hinges

A satisfied customer is the best advertisement

CANADA STEEL GOODS CO., Limited

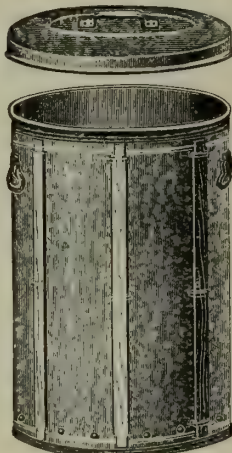
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Manufacturers

ONTARIO

GARBAGE CANS *With Galvanized Steel Bodies and Seamless Covers*

(WILL STAND ANY AMOUNT OF ROUGH HANDLING)



Two sizes with
WOOD SLATS

Nos. - 400 500
Inches 17 x 25½ 18 x 26

Three sizes without Wood Slats.
Nos. - 30 40 50
Inches 14 x 21 17 x 25½ 18 x 26



CORRUGATED
one size only

No. 4000
Inches 17 x 25½

(Top and bottom hoops
japanned red.)



REGULATION
one size only

No. 4.
Inches 14½ x 20¾

With six wood side-protectors.



KITCHEN CANS
three sizes

Nos. 1 2 3
Inches 12½ x 13½, 14 x 15, 15 x 17

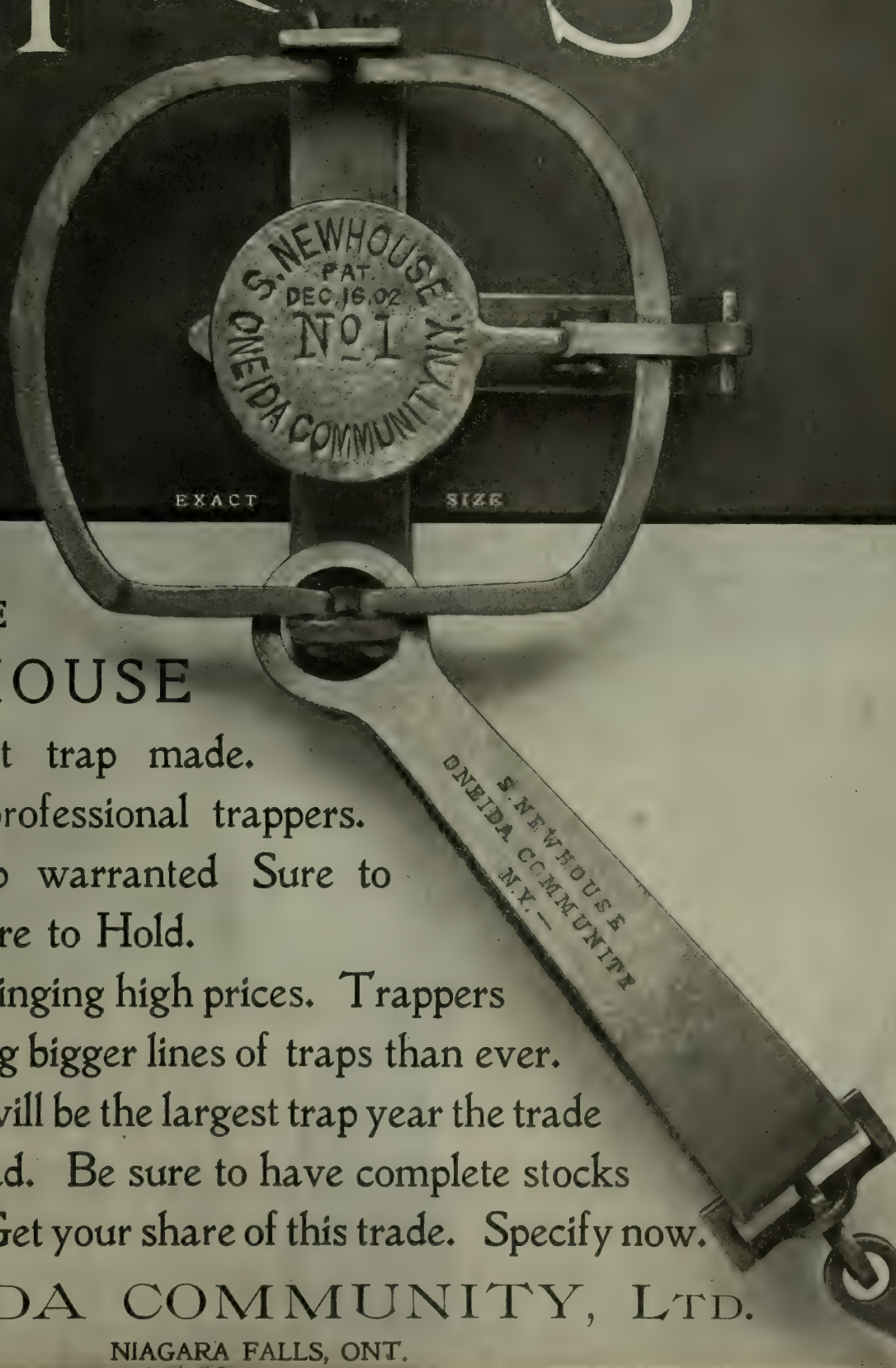
Each complete with Bail
and Cover.

These cans are all heavily galvanized after all parts are assembled. This is a very important feature, as it prevents rust and corrosion from eating out the bottoms. We can also supply the celebrated "ARROW" Garbage Cans in two sizes, No. 1, 15 x 24; No. 2, 17 x 24. Descriptive circular and prices on application.

The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG

NEWHOUSE TRAPS



THE NEWHOUSE

is the best trap made.

Used by professional trappers.

Every trap warranted Sure to
Go and Sure to Hold.

Furs are bringing high prices. Trappers
are planning bigger lines of traps than ever.

This year will be the largest trap year the trade
has ever had. Be sure to have complete stocks
this Fall. Get your share of this trade. Specify now.

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NIAGARA FALLS, ONT.

THE ALLAN HILLS Sheffield Steel Adze

These goods are exceptionally good sellers because they are exceptionally good in quality.

They have a temper and a cutting edge that is positively unbeatable.

They are made from genuine Sheffield Steel by steel specialists.

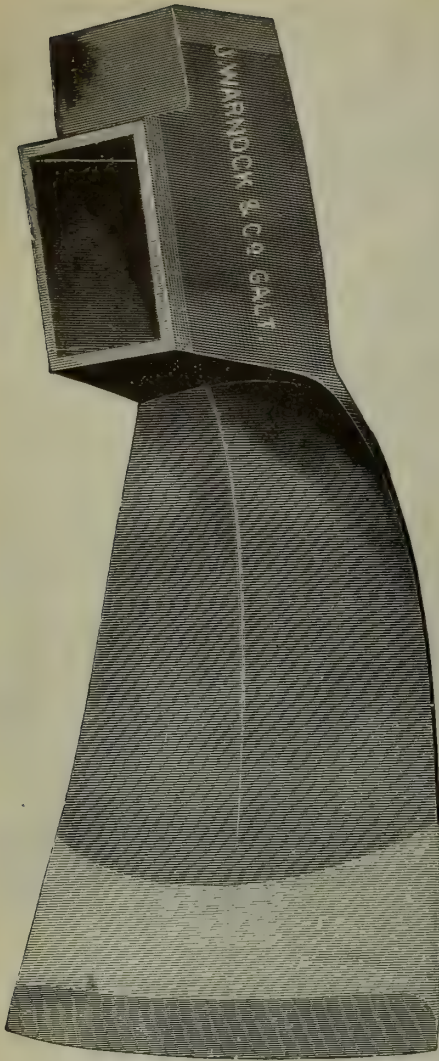
We are the only firm in Canada manufacturing a complete line of genuine Sheffield Steel Edge and Lumbering Tools.

Sold by all Jobbers

Allan Hills Edge Tool Company

LIMITED

GALT, - ONTARIO



HUMIDITY and HUMANITY and the "GOOD CHEER" CIRCLE WATERPAN FURNACE

(Patented in Canada and the United States)



Healthful
Comfortable
Furnace Heat
is not
Possible
Without
Sufficient
Humidity

The Circle Waterpan marks the greatest improvement so far made in Warm Air Furnaces, for it effectually disposes of that hitherto sole objection to them—**THAT DRY, BLISTERING HEAT SO COMMON TO THEM ALL.**

The ordinary waterpan might as well be left out, for all the good it does, and anyway it is generally neglected, for no one can feel any benefit by its use, but they'll quickly miss that soft, balmy, humid atmosphere should filling the Circle Waterpan be overlooked.

This new and exclusive feature of the "GOOD CHEER" is the greatest furnace selling and talking point extant. You can't but enthuse over it—and you know what that means to salesmanship.

THE AGENCY FOR YOUR TOWN MAY YET BE OPEN. WRITE US.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

Western Branch:—156 Lombard Street, Winnipeg, Man.

**DISTRIBUTING AGENCIES:—McLennan, McFeely & Co.,
Vancouver. B. C.**

**Wood, Vallance Hardware Co.,
Nelson, B.C.**

**Ross Bros., Limited
Edmonton, Alta.**

New — *Proposition*
— *Ideas*
— *Business*
— *Money*

FOR YOU

This
is

SOMETHING NEW

A BRAND NEW proposition put up in a brand new way. It is an injection of real, live red blood into the arteries of the stove trade. It costs money—lots of it, but IT PULLS YOU OUT OF THE RUT. It gives you in condensed form the product of other men's brains. Men that know the stove trade—men that know YOUR trade—have united in this proposition, and the result is a book containing new ideas that are put up in an entirely new way. You have never seen a book like this, as it is the FIRST of its kind in Canada. Not a trade catalog—not a list of tiresome figures—but a NEW idea that is going to add impetus to YOUR business. Send for a DEALER'S FOLDER, or ask one of the travellers for a copy. YOU NEED ONE.

Drop
a
Card

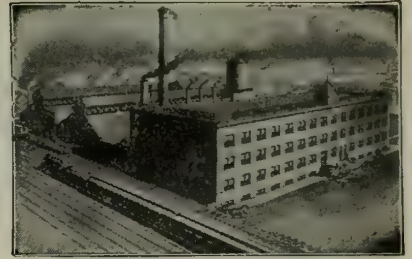
The Gurney Foundry Company
— LIMITED —

Toronto Montreal Hamilton Winnipeg Vancourver Calgary



Armstrong Ratchets

The Best and Most Complete Line Made
Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



OUR NEW LINE



SHORT RATCHET
For Morse Taper.

UNIVERSAL RATCHET



"STANDARD" REVER
SIBLE RATCHETS

DEALERS!

Do you want the
Best Made, Best
Packed and Best
Advertised
Ratchets?



Two inches of motion at end of
handle, IN ANY DIRECTION,
will drive the Drill.

Patented Nov. 8, 1898,
Sept. 29, 1900.

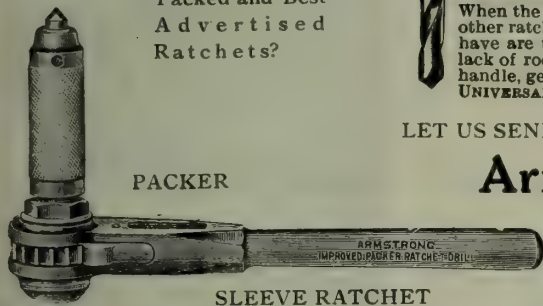
When the
other ratchets you
have are useless for
lack of room to move the
handle, get an "ARMSTRONG
UNIVERSAL" and it will do the job.

LET US SEND YOU A CATALOG

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.

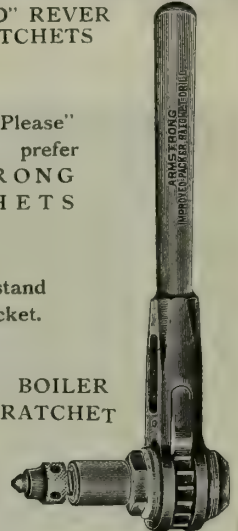


PACKER

SLEEVE RATCHET

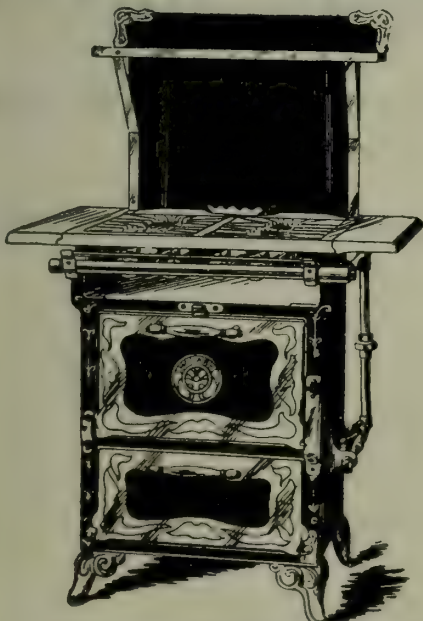
They stand
the racket.

BOILER
RATCHET



The "McClary" Gas Range

42 Styles and Sizes



STYLE C.—Nos. 56 and 58

- ¶ Are you searching for a gas range that will satisfactorily meet all demands made upon you, that will satisfy the most diverse tastes and be a sales magnet in your store?
- ¶ The "McClary" Range is the line you want, it has been thoroughly tested.
- ¶ Here we have catered to every wish of the housewife and this is the stove that the housewife will appreciate.

—WRITE NOW—

McCLARY'S

LONDON
MONTREAL

TORONTO
WINNIPEG

VANCOUVER
HAMILTON

ST. JOHN, N. B.
CALGARY



The Moorish Sidewall Register.

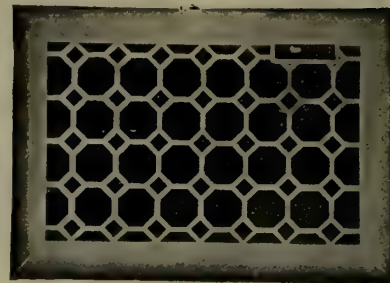
The Bull's Eye of Perfection

REGISTERS, FACES, BORDERS

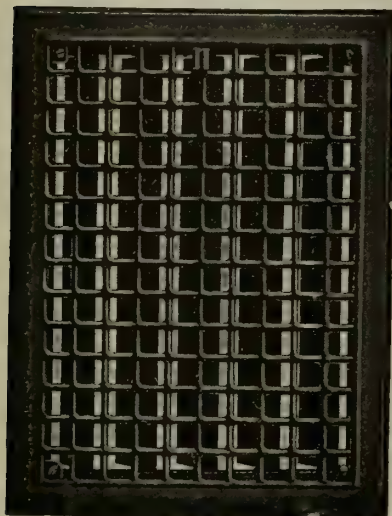
"Made in Canada" Our new plant
is in full working order making
all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company
Bridgeburg - - - - - Ontario



The New Convex Reversible Wafer



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

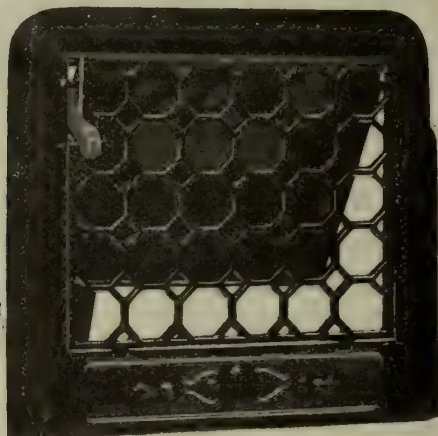
Get our Catalogue.

The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary



The Empire Special Convex Reversible Wafer

This is something entirely new that has made a great hit with the building trades.
It is convenient, handsome, well-finished and a seller from the word "go."

Now is the time, push this line—and it will certainly pay you to do so.
Write us for full particulars and prices.

Canadian Heating and Ventilating Co., Limited
Owen Sound - - - - - Ontario

Distributing Agencies { Canada Stove and Furniture Co., Montreal
Christie Bros. Co., Ltd., cor. Henry and Park Sts., Winnipeg
M. C. Drew & Son, Vancouver, B.C.

YOUR IDEAS AND OURS MAY NOT CORRESPOND



on all questions, but we know positively that after you have critically examined the RUHMANN patent FEED BOILER, you will agree with us that it stands in a class of its own.

It ranges in size from 20 to 50 gallons in capacity, and in price from \$5.70 up.

Made of 12-gauge steel and BACKED BY OUR GUARANTEE. TELL your farmer friends that they are taking big chances on allowing old-fashioned kettles to boil in their yards. There is no fire risk with this FEED BOILER and it is so handy. YOUR CUSTOMERS WILL VOICE a favorable opinion after you have installed one.

Write Us for Particulars, the Only Up-to-date Feed Boiler on the Market.

The Record Foundry & Machine Co., Limited

MONTREAL AND MONCTON, N.B.

Sales Branches at Winnipeg, Calgary, Toronto, Vancouver and St. John's, Nfd.

Bell Brand

TRADE



REGISTERED

Horseshoes

MARK

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	-	BELLEVILLE
Toronto Bolt and Forging Company, Limited	-	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited	-	GANANOQUE
Brantford Screw Company, Limited	-	BRANTFORD

Head Office

TORONTO, ONTARIO



These Advertisements of Ours Are Yours, Too

In advertising the *GILLETTE* Safety Razor we spend a sum larger than the combined sales of all the other safety razors in America.

Why?

Because it pays.

Every dollar that goes out for advertising comes back to us with company—and that after leaving a tidy profit with the dealers who are pushing the *GILLETTE*.

Out of that part of our advertising which circulates in your trade territory a profit is coming to *you*. The size of this profit will depend on how enthusiastically you take advantage of our advertising.

Gillette Safety Razor

advertisements are continually directing men to the *GILLETTE* Stores. They'll come to your store if *they know you have the goods*.

See that they *do* know it!

Don't put your *GILLETTES* away in a dark corner and expect people to hunt them out. Get them in your windows—on your counters—in your silent salesmen. Put your signs up where people are bound to notice them.

See that your clerks know the *GILLETTE* line thoroughly—the Standard Sets—the Pocket Editions—the Combination Sets—the matchless *GILLETTE* blades. See, too, that they talk the *GILLETTE* at every opportunity.

That's the way to make our advertisements *yours*—to get for yourself the profits that are certain to come to *some* dealer from our advertising in your territory.

Consult our representative, or write our manager, about selling schemes. Your interests are ours, and we'll be glad to help.

The Gillette Safety Razor Company of Canada, Limited

Office and Factory : 63 St. Alexander Street,

MONTREAL





CORBIN'S No. 400

Padlock
Display
and
Stock
Cabinet

Cabinet, Trunk,
Suit-Case Locks
and Trimmings,
Miscellaneous
Hardware, Keys
and Key Blanks.



CORBIN CABINET LOCK COMPANY
NEW BRITAIN, CONN., U.S.A.

NEW YORK CHICAGO PHILADELPHIA

JAMES CARTLAND & SON BIRMINGHAM, England LIMITED

Also LONDON GLASGOW CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Original Patentees and Manufacturers of
Cartland Patent Helical, Climax, Adjustable,
and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Mr. Hardware Dealer!

—How many merchants do you know in your town?

Suppose you know only one round dozen.

If you can show them how to make their stores
more attractive—you stand to make some money.

Because they'll do more business.

Before passing up this proposition figure it out
for yourself.

There's a certain profit in MATERIAL for this
dozen and—further profit in the ERECTION.

But, consider the effect these will have on the
other merchants in your town.

It will create a big demand for artistic interiors
—for

METALLIC Ceilings and Walls

—and every square erected means profit to you

"Metallic" Ceilings and Walls are just as essen-
tial in the home.

They are FAR SUPERIOR to the ordinary
decoration—MORE ARTISTIC, MORE ECO-
NOMICAL and PERFECTLY SANITARY.

"Metallic" is the cleanest and brightest interior
decoration on the market and is ABSOLUTELY
FIREPROOF.

Write to-day for illustrated design catalogue—
it means dollars and cents to you. Send meas-
urements of store or home for complete estimate
of cost.

Manufacturers of "Eastlake" Steel Shingles and
"Metallic" Building Materials.

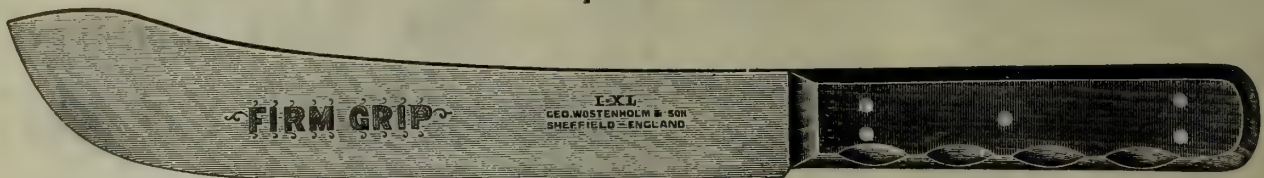
The **Metallic Roofing Co. Limited**
TORONTO & WINNIPEG

Wostenholm's Fine Sheffield Cutlery

Trade Mark

I-X L (I excel)

Wostenholm's "Firm Grip" Butcher Knives—No. 5239E



Hand forged from Double Shear Steel.

For sale by all leading jobbers.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary

Made of High Carbon U Bar Steel—Extra Heavy

Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

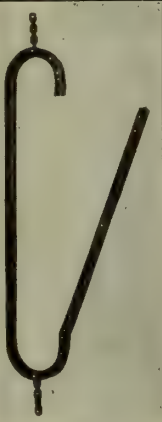
Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices
and discounts.

W. D. BEATH & SON, Limited

**TORONTO,
Canada**



Patent Pending
OPEN



Patent Pending
CLOSED



A Good Line to Carry

We know a number of dealers who have found it profitable to take hold of **Preston Metal Siding** and push them energetically.

We believe a great many others would do the same if they realized the large market there is for this class of goods.

Metal Siding

are used for all kinds of buildings—stores, houses, barns, etc. Neither wind nor dampness can penetrate a building protected by **Preston Metal Siding**. Buildings covered with this material are warmer, more easily heated, and drier than brick or stone. Fireproof and practically lightning proof, **Preston Metal Siding** reduces fire insurance. We have a large range of patterns that rival stone and brick in appearance and durability, yet cost only about one-third as much. We have more information to give you. Just write for it. Remember, there is a good margin of profit in handling these goods—and **Preston Metal Siding** is easy to sell.

Metal Shingle and Siding Co., Limited, Preston, Ont.

Branch Office and Factory, Montreal, P.Q.

Our goods are carried in stock at the following centres: Ft. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare & Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

Here you are, Gentlemen

ATKINS

Sterling

SAWS

The Finest Manufacturers' Brand

Made for the best mechanics who are willing to pay a fair price for the best tools.



We Help You to Sell

Send your order to your jobber. If he won't supply you, then write to us.

E. C. Atkins & Co., Inc.
Makers of Sterling Saws
Hamilton Ontario

PAILS!

PAILS!!

PAILS!!!

Dairy and Milk

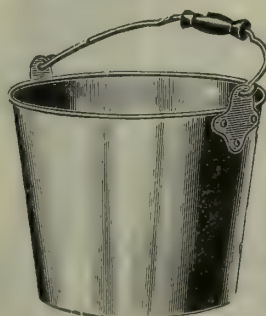
Below you will find three styles of our many varieties of pails. The Strainer Pail is made in three styles, two sizes each. The Dairy Pail is made in several styles and sizes. The Flaring Pail is also made in several styles and sizes.



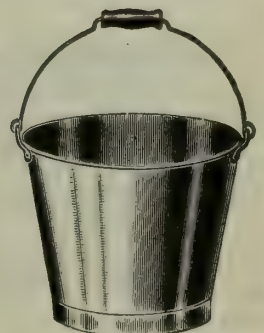
Strainer Pail, spout on side.

All kinds of Dairy Pails

We need not eulogise on these—they are the standard of the market.



Dairy Pail, seamless, retinned



IXX Flaring Pail

Dairy Pails with rimmed or Samson bottoms

Now is the time to order. Let us know your requirements.

London
Montreal

Toronto
Winnipeg

McCLARY'S

Vancouver
Hamilton

St. John
Calgary

METALS

Antimony, Copper,
Lead, Tin, Zinc

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.

F. D. MONK

House of Commons, Ottawa,

June 5th, 1903.

J. W. HARRIS Mfg. Co., Ltd.,
Montreal

GENTLEMEN:

I had your "Zephyr" Ventilator put up on the chimney of my large store occupied by M. M. Normandin, corner of Gosford and Notre Dame streets, Montreal, and I am glad to declare that this Ventilator did away with all my troubles concerning the draft of that chimney.

I remain, Gentlemen,
Yours truly,

F. D. MONK.

Made by

The J. W. Harris Mfg. Co., Ltd.

CONTRACTORS

Montreal

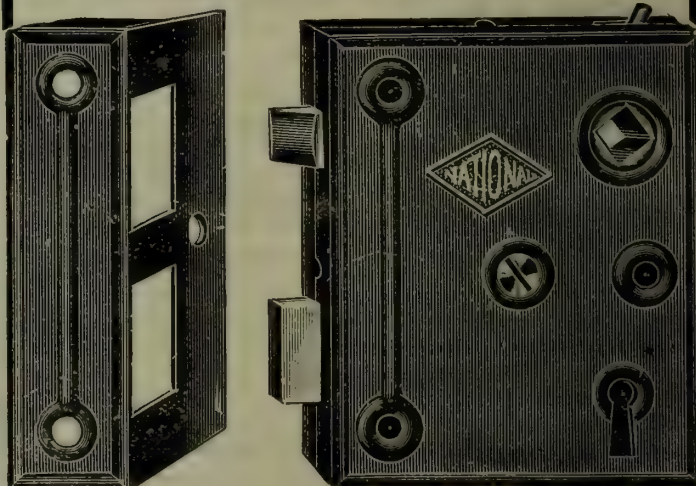


THE BEST BUILDERS USE ONLY

Steel Rim Locks

and the strongest, safest and most durable
Steel Rim Locks are

NATIONAL BRAND



Order from your Jobber.

NATIONAL HARDWARE CO., Limited

ORILLIA

ONTARIO

CANADA

GILBERTSON'S

COMET
Galvanized Sheets

Made by GILBERTSONS and
branded "COMET"

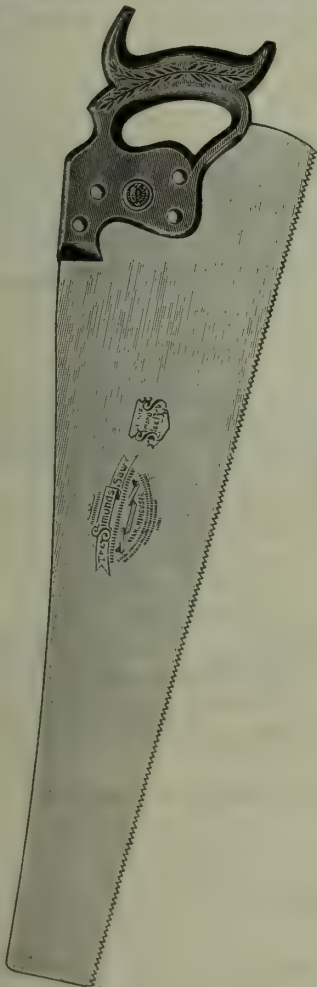
are of high grade—quality and finish not
excelled

Makers, **W. GILBERTSON & CO., LTD.,**
Pontardawe, South Wales

Sole Canadian Agent

ALEXANDER GIBB,
13 St. John St. MONTREAL

SIMONDS



There is no saw made that has
a more complete guarantee of
quality than the SIMONDS.
Every Dealer and Jobber
should have our Catalogue and
discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United
States and Canada.

THE WORLD'S STANDARD LAMP BLACKS

MADE ONLY BY

THE L. MARTIN CO.

Originators of the famous GERMAN TOWN BRANDS. Old Standard Eagle, Pyramid and Globe.
So often imitated but never equalled

Beware of the near Germantown. Why ever buy the near quality when the best is procurable?

Established 1849.

Ask your dealer

New York

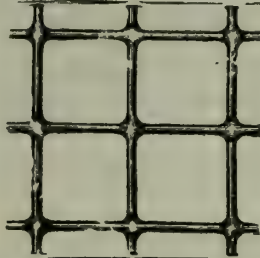
Philadelphia

Cincinnati

London, England

CANADA WIRE GOODS MFG. CO.

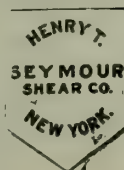
Manufacturers of every kind of



Iron, Steel, Brass and
Copper Wire Cloth

Crimped and Pressed Wire Work
of all Kinds

HAMILTON - - - ONT.

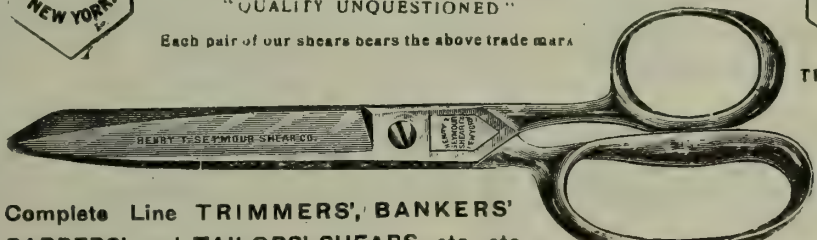


SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE

Latest catalogue will be
sent in ex-
change for
your business
card.

Complete Line TRIMMERS', BANKERS'
BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED NEW YORK
Agents



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come
back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more
trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba

THE "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters



MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CLIPPERS.

PRIEST'S CLIPPERS

THAT'S SUFFICIENT.
 SEND FOR CATALOGUE TO
 American Shearer Mfg. Co., Nashua, N.H., U.S.A.
 Webush & Hilger, Limited, special New York
 Representatives. 106-110 Lafayette St.

EMERY WHEELS.


Canadian Hart Wheels
 442 Barton St. East, Hamilton
 Corundum and Emery Wheels
 Grinding Machines, Beaver
 Oil Stones.

FILTERS.


Anti-Splash Tap Filters
 The "Galvo" Filter and Water Steriliser
 "Perfection" Fire Extinguishers
 There's good money in them for hardware dealers.
 Write for Prices.
The Anti-Splash Filter Co.
 OWEN SOUND - - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
 Will close a door silently against any pressure of wind
 Has many working advantages over the ordinary spring
 and has twice the wear. In use throughout Great Britain
 and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
 Hospital St. - - - Birmingham

COVERT MFG. CO.
 TROY, N.Y.


Chains
 Filters
 Horse
 Ties
 Snaps of
 all kinds
 Jacks



Square
 Brand
 of
 Harness
 Hard-
 ware

Look for
 this Trade Mark
 on all Genuine Covert Goods

GLASS CUTTERS.


Barrett's Standard Glass Cutters
 in 22 different styles.
 Order from your jobber or write direct.
W. L. Barrett, Mfr., Bristol, Conn.

MALLEABLE IRON.

Malleable Iron Castings
 Carriage and Agricultural Castings,
 Axle Nuts, etc., etc.
 Manufactured by
P. KYLE, Merrickville, Ontario
 Catalogue furnished on application

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.
 WESTERN DISTRIBUTORS
 Wholesale Commission Merchants and Manu-
 facturers' Agents. Cars Distributed, Warehoused
 and Forwarded. Warehouse on Trans-
 fer Track. Business solicited.
 OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

Birkmyre's Waterproof Horse Covers
 SOLE MANUFACTURERS
The Gourcock Ropework Export Co., Limited
 (of Scotland)
 Montreal. 28-30 St. Peter St.
 Winnipeg; 132-134 Portage Ave., East

ALEXANDER GIBB
 Manufacturers' Agent and Metal Broker,
 18 St. John Street, Montreal
 Representing Canadian, British and American
 Manufacturers. Correspondence invited from
 firms wishing to be represented.

J. M. KAINS & CO.
 MANUFACTURERS' AGENT
 83 Pender Street W., VANCOUVER, B.C.
 Open to represent a first-class Hardware
 Specialty. Highest References.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO.,
 Manufacturers' Agents
 Building Supplies and Building Hardware
 831 Powell St. VANCOUVER, B.C.
 Correspondence Solicited. Highest References

We have competent Salesmen.
 Best Facilities for Distributing and Storing
M. B. ANTHONY & CO.
 MANUFACTURERS' AGENTS
 503 Mercantile Bldg. VANCOUVER, B.C.
 Correspondence solicited.

THOMPSON & GUNN
 333 Gore Avenue, VANCOUVER, B.C.
 Famous "RELIANCE" Hot Water BOILERS
 and "IDEAL" Hot Air FURNACES
 MODERN "ALASKA" STEEL RANGES
 Cooking and Heating Stoves
 WRITE FOR PRICES

P. R. CUMMING
 Manufacturers' Agent
 Hardware, Hardware Specialties
 Housefurnishings Woodenware, Etc.
 Car Shipments a Specialty
 Correspondence Solicited
 347 Pender St. W. - VANCOUVER, B.C.

METAL PRODUCTS.

Established 1880
NEITHER FICTITIOUS NOR EXORBITANT
 ORDER AND USE
LANGWELL'S BABBITT
GEORGE LANGWELL & SON, Makers, MONTREAL

NAILS.

JAMES PENDER & CO., Ltd.
 ST. JOHN, N.B.
 Manufacturers of
 Coated Wire or Nails, "ACME" Galvan-
 ized Wire Nails, also "TANDARD" Toe } Best in
 Calks—Blunt and Sharp } Canada
 Horse Nails, Etc.

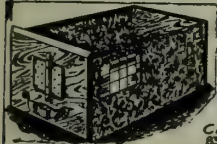
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
Saves 20% Shelf Room over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
85 Richmond St. W. Toronto

EMERY WHEELS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN



Hardwaremen, sell you! Cheese Factory a set of our patent Steel-tinned followers, they take the place of the dirty wooden followers. Ours are more sanitary, will not warp and will wear out a dozen of the wooden kind.

JAMES & REID
Sole Owners & Manufacturers
Perth, Ontario

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits, vegetables, disinfectants
SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. TORONTO

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.

Our New Phone No. Main 7930

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



Make **ONE POUND** of TOOL STEEL EQUAL 10 LBS. in FORGED tools.
Write for Catalog.

TOOL HOLDERS

For LATHES and PLANERS

All kinds—All sizes.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Av
CHICAGO, U.S.A.



VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO

Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL

Wonder Barn Door Hangers and Channel Steel Track

with Galvanized Batten, are the only kind that closes the door up tight.

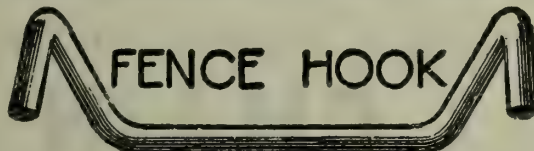
They are packed, two set, for a trial order; one 8 ft. door and one 7 ft. door.

It is the best and cheapest. Ask for prices.

S. B. MARTIN, Dalton, Ohio, U.S.A.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Speedway, also Victoria St.,

TORONTO



Hose Rack



Temperature
Pyrometer



Heintz Steam Trap



Cylinder Oil Pump



Brass
Fog Bell



Reducing
Pressure Valve



Water Glass
Mounting



Gate Valve



The J.M.T. Valve
known everywhere for
its superior quality.



Every Hardware Dealer

is interested to a greater or less extent
in **STEAM** and **WATER SUPPLIES**.

You may have a call for some of
these lines to-morrow.

Remember our products cover the
largest variety in Canada and of the
kind only that is fully guaranteed for
efficiency in Service and Utility.

A complete catalogue is at your service.

THE
JAS. MORRISON
BRASS MFG. COMPANY
LIMITED TORONTO, ONT.



Regulating
Oil Cup



Safety
Valve



The J.M.T. Injector
Guaranteed to operate
under the widest
range of conditions.



The Strongest, Lightest and Most Reliable

CHAIN

giving the maximum of strength for weight of material
used, is undoubtedly the

Greening Steel Wire Chain

The mechanical construction of GREENING CHAIN
is perfect and is used exclusively in all our Halter, Dog,
Tie-Out, Cattle and Trace Chains, etc.

You can make no mistake in handling our line ex-
clusively and we invite correspondence.

Full details in our new catalogue, which we shall be
pleased to forward on request.

The B. Greening Wire Co., Ltd.

Hamilton, Ont.

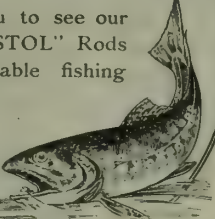
Montreal, Que.



"Bristol"
STEEL FISHING RODS

We invite you to see our stock of "BRISTOL" Rods and other reliable fishing tackle.

Your name here




No. 35

"Bristol"
STEEL FISHING RODS

We invite you to see our stock of "BRISTOL" Rods and our specially fine showing of bait, flies, lines, nets, hooks, etc.

Your name here




No. 37

"Bristol"
STEEL FISHING RODS

We invite you to come and see our stock of "BRISTOL" Rods and our baseball supplies—everything an amateur, professional or "Fan" could want.

Your name here



No. 39

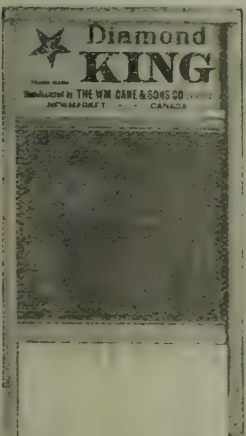
These Newspaper Electros Free To Fishing Tackle Dealers

In addition to the Brook Trout No. 35, Bass No. 37 and Muskallonge No. 39, we will send you if you specially ask for them, No. 36, Lake Trout; and No. 38, Perch cuts. Send the coupon and start these cuts running in your paper. They will bring trade to your store.

The Horton Mfg. Co.
Bristol, Conn., U.S.A.

The Horton Mfg. Co. Bristol, Conn.
Please send free newspaper electros Nos. 35, 36, 37, 38, or 39. Mark X over the numbers wanted.

Name.....
Street Address.....
City..... State.....
H&M



It Pays To Sell Cane's Washboards

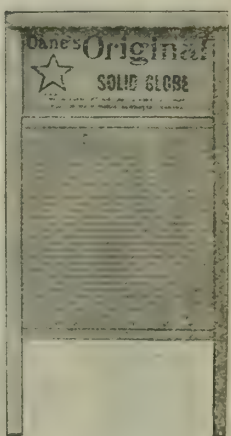
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask Your Jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.





Royal Metal Polishes


With spring and cleaning time here there is a good business in metal polishes for the up-to-date grocer.

There is greater profit in *Royal* Polishes than in any other. Cost you less—sell for the same price as other polishes, and a *Home* product.

Canada's Leading Metal Polish

Write for samples and prices.

Royal Polishes Company, Montreal



MORRILL'S NO. 3 & 4 SAWSETS

MY TRADE MARK ON ALL GOODS

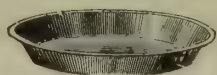
Fully Warranted

No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

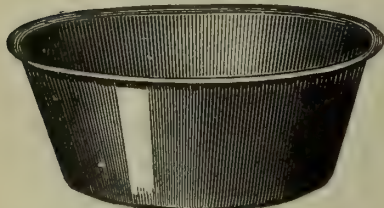
These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

"Anti-Rust"---X.X.X.X. Double Coated Kitchen Tinware



"Anti Rust" Pie Plates
10 in. Diameter.

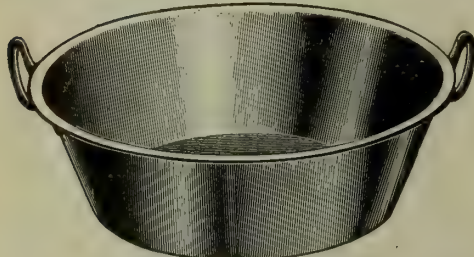


"Anti-Rust" Wash Bowls
13½ in. diameter.



"Anti-Rust" Preserving Kettles
Nos. 22 26 and 30
Quarts 4½ 6½ and 10

"Anti-Rust" Pudding Pans
Quarts 1½, 2, 3 and 4



"Anti-Rust" Dish Pans
Quarts 14, 17 and 21

NEVER
WEARS
OUT



"Anti-Rust" Sauce Pans
Nos. 18 20 22 and 26
Quarts 2½ 3½ 4½ and 6½

E. T. WRIGHT & CO.

HAMILTON, CAN.

Winnipeg Distributing Agents, MERRICK-ANDERSON CO., Winnipeg.

Dominion Wire Manufacturing Co., Ltd.

MONTREAL



TORONTO



Oiled and Annealed Wire

This is the season of the year when there is a heavy demand for oiled and annealed wire for fencing purposes. Send us your orders and they will receive prompt attention.

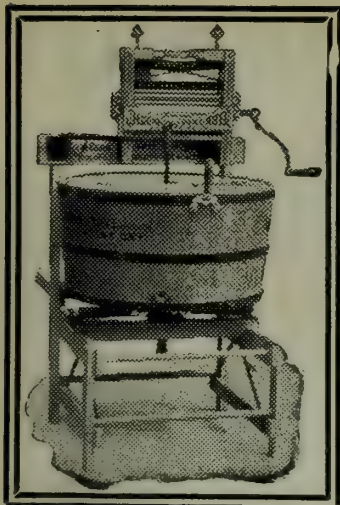
Quality of Our O and A Wire is the very Best.

We also have a Good Stock of all

FENCING WIRE, BARB, GALVANIZED, COILED SPRING.

DOMINION SPECIAL FIELD FENCE.

MIXED CARS OUR SPECIALTY.



WASH-DAY loses half its terrors if the housewife is doing her washing with **CONNOR BALL-BEARING WASHER**

the newest and best machine for washing clothes. The tub swings on ball-bearings, so arranged with springs that the washer **ALMOST RUNS ITSELF**. The boiling soap and water are forced through every thread and fibre of the clothes, cleaning them three times as quickly and much more effectively than by any other method. This machine has proved a ready seller and leaves a good margin of profit.

WRITE FOR DETAILS AND PRICES

J. H. CONNOR & SON, LIMITED
OTTAWA

Get Our Success- Winning Co-operation Plans for Retailers

The retailer who acts as a Brantford Roofing agent has a powerful selling organization behind him.

This organization finds "prospects" through its big advertising campaigns. Then it co-operates with the dealers to turn the "prospects" into "buyers" of

"Brantford" **"Roofing"**

Write to-day and ask us for full information about these co-operation plans. Their completeness will surprise you. They are success-winning. They will increase your roofing business.

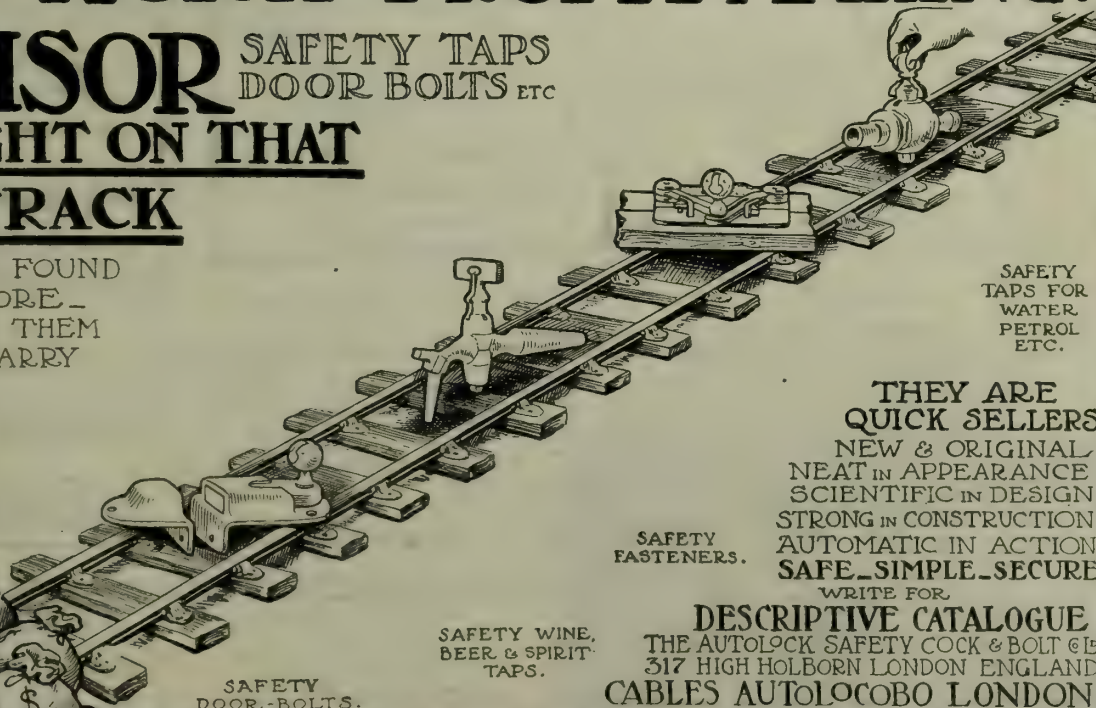
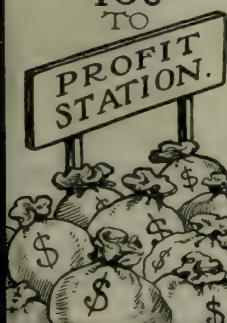
Brantford Roofing Co., Ltd.
BRANTFORD, CANADA

Montreal Branch:—9 Place D'Youville
Winnipeg Agents:—General Supply Co. of Canada, Limited

YOU MUST KEEP ALONG THE MAIN TRACK TO PROFIT-MAKING:

THE **VISOR** SAFETY TAPS
PATENT DOOR BOLTS ETC
**ARE RIGHT ON THAT
TRACK**

& SHOULD BE FOUND
IN YOUR STORE—
IF YOU CARRY THEM
THEY WILL CARRY
YOU
TO



SAFETY
TAPS FOR
WATER
PETROL
ETC.

THEY ARE
QUICK SELLERS
NEW & ORIGINAL
NEAT IN APPEARANCE
SCIENTIFIC IN DESIGN
STRONG IN CONSTRUCTION
AUTOMATIC IN ACTION
SAFE—SIMPLE—SECURE
WRITE FOR

DESCRIPTIVE CATALOGUE
THE AUTOLOCK SAFETY COCK & BOLT CO.
317 HIGH HOLBORN LONDON ENGLAND
CABLES AUTOLOCOBO LONDON

SAFETY
FASTENERS.

SAFETY WINE,
BEER & SPIRIT
TAPS.

SAFETY
DOOR-BOLTS.

WINDOW GLASS IMPORTS ARRIVING

We are pleased to announce that our customers' imports are now arriving, and deliveries in some cases have already been made.

From reports we have had, this glass is arriving in splendid condition.

We have good stock for sorting up orders.

Consolidated Plate Glass Co.

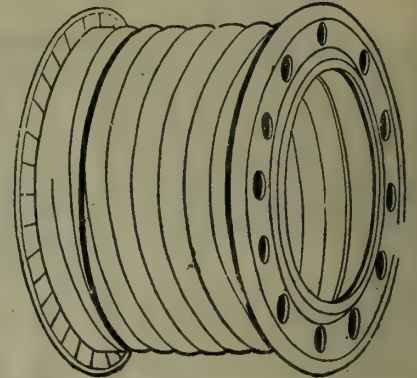
LIMITED

Toronto

Montreal

Winnipeg

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

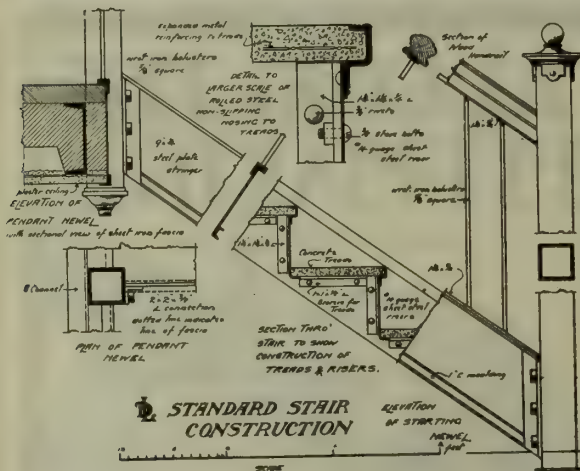
For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15% Toronto Street, Toronto 52 Canada Life Bldg, Montreal



Ornamental Iron Vases Wire and Iron Chairs and Settees, for Lawns & Cemeteries

We make a variety of styles and sizes.

Send for our new booklet of Lawn and Cemetery Furniture, Wire and Iron Fencing, Garden Borders, Wire Trellises, Etc.

**DENNIS WIRE AND
IRON WORKS CO., Ltd.**
London, Ont.

\$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

The Beardwood Agency

313 New York Life Building, - MONTREAL



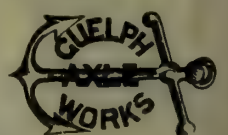
This shows the H. P. Spram arranged for spraying potatoes, three nozzles to a row and four rows, two spraying from the sides and one from the top, adjustable as to height and width up to 40-in. rows. Nozzles absolutely will not clog. 12-gallon air tank, automatic and hand controlled; 100 lbs. pressure guaranteed with 12 nozzles open. An acre can be sprayed in 20 minutes. Has agitator clean-out pressure relief into tank, and nozzle protector all under control of the driver from seat. For 1 or 2 horses. Fitted for orchard, vineyards and grain. This ad. will not appear again in this paper.

R. D. HEARD

1385 King St., - London, Ont

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



**THE GUELPH SPRING & AXLE CO.
LIMITED**

GUELPH, ONT.



Hand Power, \$25.00

Size—The most compact.

Dust Separator—Gets all the dirt by screening only 5 per cent. (instead of 100), thus reducing resistance so low that a child can actually pump the hand machine and permitting us to use a ½ horse power motor on the electric machine.

An important improvement has recently been made to both our Hand Power and Electric Machines, whereby you can "blow" as well as "suck!"

The AUTOMATIC is the most powerful really Portable Vacuum machine built.

Every dealer should stock our hand power machine. Write for free illustrated circular and discounts.

Automatic Vacuum Cleaners

To the Trade

VACUUM Cleaning is now conceded, the world over, to be the only efficient and sanitary method for extracting dust and dirt from carpets, rugs, floors, upholstered furniture, draperies, pillows, mattresses, billiard tables, horses and in fact everything that contains this enemy of the home—because, particularly by the "Automatic" way it gets ALL the dirt without moving anything from its place, without injuring the most delicate fabrics and without stirring up a particle of dust. It replaces the broom, the carpet sweeper and the dreadful old-fashioned house cleaning days and can be operated by one or two persons.

In point of efficiency the "Automatic" stands at the head because it has the

Power—Large diaphragm, positive frictionless pump.

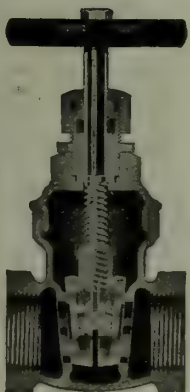
Strength and Durability—Built entirely of iron and aluminum—no tin, or wood like others.

Weight—Lightest, owing to simple construction.



Electric, \$80.00

ONWARD MANUFACTURING COMPANY
BERLIN, ONTARIO



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure.

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.



HERE'S MONEY in Community Silver, because it sells easily ; because its high quality is exactly what the people want to-day ; because it is the best advertised plated-ware on the market ; because it offers fullest value to the consumer and the most generous [profit to the dealer. ORDER NOW - and get your share.

ONEIDA COMMUNITY, LTD. - NIAGARA FALLS, ONT.

Don't Experiment

with unknown brands of Safety Razors.

Our

Forged Blade "Pioneer"

is the only Safety Razor made of doubly refined Sheffield Steel, and has held its place in the front rank for over 30 years by sheer merit. It will last for years and will cost your customers next to nothing for repairs. The result is that you earn your customers' goodwill, and get a reputation for handling only high-class goods.

Write for Catalogue and Prices

KAMPFE BROS., 8-12 READE STREET
NEW YORK

Canadian Representative: A. Roy MacDougall
42 Adelaide St. W., Toronto

BUTLER'S

FAMOUS

Sheffield Cutlery

AND

Electro-plate

CABINETS AND CASES OF CUTLERY AND PLATE.
PRESENTATION OUTFITS—PRIZES FOR SPORTS.
SPOONS AND FORKS; FISH AND DESSERT SETS.
"BUTLER" was Reg'd a Trade Mark A.D. 1768

Their  Trade Mark was Reg'd A.D. 1681

Sole Makers of	REGISTERED	Butler's "KEEN" Razors.
		"Cavendish" Brand of Table Knives, Carvers and Plate.
HIGHEST AWARDS		SPECIAL MENTION

George Butler & Co.'s

LONDON SHOWROOM:

62 HOLBORN VIADUCT, E.C.
(OVER SNOW HILL STATION)

MANUFACTORY:

Trinity Works, SHEFFIELD, England



Fig. 113

Now it won't be long until everybody is on the jump for goods.

McDougall Pumps will again be the feature of many anxious buyers. We will do our best for you, but please help us out with early specifications.

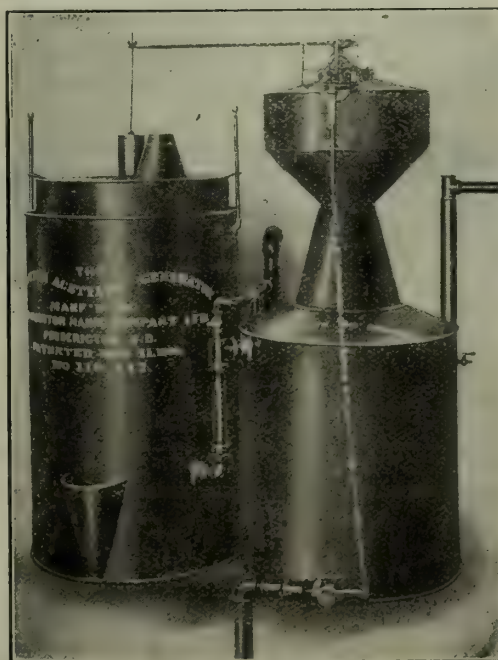
You know the quality, and if you are willing to allow us a reasonable price, nothing can keep us apart.

Catalogue and prices on application.

The R. McDOUGALL CO.

LIMITED

Galt, Canada



The Monitor Acetylene Generator

Canadian
Patent
No. 118,217

*Are you
ready to in-
stall this up-
to-date light-
ing plant?*

It has been approved by the Canadian Board of Fire Underwriters for installation in any insured building in Canada. Absolute safety, perfect action, uniformity of gas pressure, simplicity, ease and safety of recharging, are features of the "Monitor". The Carbide Feeding Device operates outside and not within, hence cannot possibly form accretions, become clogged or encrusted with lime salts, thus cannot go wrong.

Write for Catalogue and particulars.

DEPARTMENT E.

Monitor Manufacturing Company
FREDERICTON, N. B.

SCARFE & CO. OPEN BRANCH IN WINNIPEG

On **MAY 1st** we open a Western Branch of our business at

76 LOMBARD ST., WINNIPEG

under the management of MR. H. S. DUNCAN

A full line of Paints and Varnishes will be carried, and Western Hardwaremen may rely on having their orders filled with despatch and satisfaction.

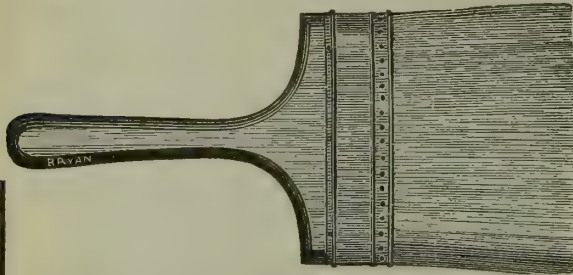
Colors in Oil, Dry Colors

Send for details and prices.

Brushes, Painters' Ladders

SCARFE & CO.

BRANTFORD and WINNIPEG



For Every Purpose

the acknowledged leaders for your best class trade are

BRYAN'S

Brushes, Brooms and Woodenware

You need not hesitate to recommend them! They are "quality" goods.

Illustrated catalogue sent to responsible dealers on request.

Thomas Bryan, Limited, London, Canada

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton

Simonds ^{Crescent} ^{Ground} Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd.

Montreal, P.Q., Vancouver, B.C., St. John, N.B.

A NOVELTY that is fast becoming a STAPLE

The old style wheel caster on furniture is being rapidly superseded by the

Onward Sliding Furniture Shoe

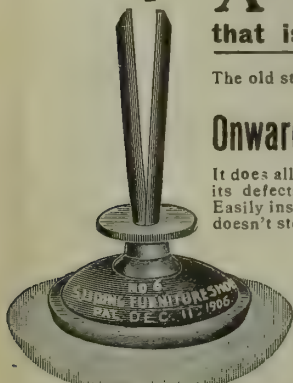
It does all a caster will do and does it better, without its defects. Made in Mott Metal and Glass Bases. Easily inserted and won't work loose. If your jobber doesn't stock them write us direct.

ONWARD MANUFACTURING CO.

BERLIN, ONT.

MENASHA, WIS

Montreal Representative : R. B. Coulson
Vancouver " : E. R. Bollert
Ontario " : Hixon Bros., Pacific Bldg.,
Toronto
Winnipeg Branch Office : Scott Block



FOR WOOD FURNITURE

THE IDEAL LAWN MOWER GRINDER

Will grind a Lawn Mower perfectly in 15 to 30 minutes, makes every blade keen with just the right angle and a perfect clearance, each blade is sharpened alike, so that the lawn mower will run and cut easier than when new. We cannot begin to enumerate all its advantages here. Order one to-day, and when established you will control the business. Made to drive both by hand and power.

Manufactured by

R. Woon & Co., Oshawa, Ont.



"CANADIAN MONARCH" FENCE

Our "MONARCH" is a staple lock fence of the latest and most approved type. The strands have but a very slight kink at the lock, therefore are as strong at the lock as at any other point.

The locks, strands and stays are made of number nine wire and all the wire used is Hard Drawn Steel, thoroughly galvanized.

If you want an agency for this, also our "SAFE-LOCK" fence, which is a wrapped stay, either number nine or number twelve, write us for prices, and get our wholesale list of fences and gates with discounts.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

BANDON SAFE-LOCK FENCE CO.

BRANDON

MAN.

MADE IN CANADA

SUPERFINE LINEN RECORD

For all Commercial Purposes,
Blank Books, Loose Leaf Sheets
and Letter Heads.

SUPERFINE LINEN RECORD will
give you perfect satisfaction.
ENVELOPES TO MATCH.

Send for our new sample book.

THE ROLLAND PAPER COMPANY, LIMITED

MONTREAL, I (

PILKINGTON BROTHERS, LIMITED

St. Helens, Lancashire, England

MANUFACTURERS OF ALL KINDS OF

BRITISH WINDOW GLASS

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished
Wire Glass



TRADE MARK.

Cast and Ribbed Rolled Glass
Leaded Lights
Wire Screens
Plain and Figured Cathedral
Glass
Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

CANADIAN OFFICES AND DEPOTS:

Montreal
Busby Lane

Toronto
Mercer Street

Winnipeg
Market Street

Vancouver
Columbia Ave.

Dominion
IMPROVED & PROVED
Ammunition



WHEN a man fills his belt with ammunition he should assure himself that each cartridge is as perfect as human skill, ingenuity and careful inspection can make it.

DOMINION metallic ammunition is that kind.
Made by Canadians for the whole world.

PRICES are right, goods are right. A new box free for every misfire of present product.

Dominion Cartridge Company, Ltd., Montreal

Kemp's Enameled Preserving Kettles and Fruit Jar Fillers

WILL SOON BE IN DEMAND NOW

Are You Prepared for the Rush?



Price List
on
Application



Our brands "DIAMOND" and "PEARL" Wares will satisfy the most critical patrons. Our stock is complete, and we can ship promptly. Send us your orders.

KEMP MANUFACTURING COMPANY

Corner Gerrard and River Streets, Toronto

THE KEMP MANUFACTURING AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MANITOBA

THE KEMP MANUFACTURING CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUEBEC

Purposes of Secret Commissions Act Explained

The Rights of Manufacturers, Wholesalers and Retailers as Expounded by E. F. B. Johnston, K.C., at Convention of Ontario Wholesale Grocers' Exchange—Evolution of Business Conditions and Why Present Conditions were Brought About—Legal Combines and Those That are Illegal.

There was once in my native country a very old and very rheumatic and very testy Presbyterian minister, and one thing he objected to was draughts in the kirk. One cold, raw day, by some unaccountable means, the officials had left the four doors of the church open. He spoke for half an hour or longer upon the elementary principles and the cardinal points of his discourse, and he suddenly discovered the draught was too much for him. Leaving the academic, he at once imported into his sermon more vigor than usual. Thumping the pulpit, and turning in wrath to the congregation, he said: "Elders and deacons, shut the north door, and see that ye shut the east door; dinna forget to shut the south door and the west door." And, dropping his voice, he went on with his discourse. Two old gossips were coming out when the service was over. One of them said to the other: "Maggie, how did ye like the minister to-day?" "Well," she said, "I didna quite follow him through his cardinal points and his elementary principles, but, my, he was grand on the subject of shutting the doors!"

If I am grand on that subject, if I can help you in any way to shut the doors against the enemy I shall feel that what labor I have spent in regard to what I have done will not have been spent in vain. I do not think I can say much to you on the subject of how to make larger profits—a subject I would like to talk to you about, and give you some information upon if I were qualified. But, you see, my position is the converse of yours; I am for small profits. I am for cheap food: I am, from the personal standpoint, for cutting prices, so as to get my goods cheap; and looking at it from that standpoint I have endeavored to see, being a consumer—not a very large one, it is true—I have looked to see how it would affect the general community and the prosperity of the trade and commerce of this country if I, a consumer, had my way. Therefore, we have to look at it from both sides.

Specific Reasons Desirable

If, however, you give the consumer the absolute control of the trade and business of this country, you are out of existence. If you give the wholesale dealer, or the manufacturer, the absolute control of the business of this country, and it happens to fall into the hands of men who are not, perhaps, over-scrupulous—occasionally we do get these men—then you destroy the rights of the consumer; and therefore what I have endeavored to see for myself, without knowing the price of sugar, or the price of tea (the only thing I know the price of is tobacco), without knowing any of

these things I do not want to say, as did the old magistrate who was accused of partiality in the disposal of a case. He said: "I resent the imputation, and I deny all allegations of improper conduct. I have been on the Bench for thirty years, and throughout the whole of that time I have invariably taken the middle course between right and wrong!"

Now let me say a few words of a general character. A few ideas will lead up to what I am going to say finally in regard to the matters that I have to deal with to-day. In this rapid age, we all think too generally. We draw too many general conclusions. The man who can sit down and work out concrete principles, who can give the specific reasons for the specific act, is the man whose opinion is worth more than the man who casts the whole thing aside upon a general assumption, and says it is good for this or bad for that. The general principles of all business are manifest to the minds of those who are engaged in them, excepting in my own profession. There you never know where you are at, because judges will say one day that the principle is so and so, and that is reversed next week by another set of judges. I think it would be wise to rather crystallize some ideas that I have upon the subject, and I assume that my invitation to address as large a jury as this is, is due to the fact that myself and my friends, Mr. Armour and Mr. Ambrose, were able to do some service in the interests of a depressed trade, in the interests, I may say of, to some extent, a persecuted trade during the last ten or fifteen years.

In order to understand the exact position of matters, and in order to see just exactly where we are at in dealing with a subject of this kind, it is as well to ascertain what combines mean, what the Secret Commissions Act was intended to prevent, what indeed the criminal law of this country prevents, as I shall show you later on. I hope to your satisfaction. In dealing with that we have to see for a moment (I shall not detain you upon that point) what the origin of just such an organization as is represented here to-day meant.

These bodies were called "guilds," an honest old name, but one which in the minds of some people who did not understand the position, savored somewhat of a combine. But it is exactly what you and every other trade and business and profession are striving for to-day, and what you must strive for if you desire to retain your individuality and your concrete existence. It was founded upon common brotherhood, upon loyalty to each other, it was founded

upon a system of faith and confidence that perhaps the world has never seen or experienced in these later days of trading and barter and exchange; and more than that, it was based upon the highest principles of morality and religion.

Early History of Guilds.

The very first guild that was organized was as far back as the days of King Canute, and that was purely a religious and moral guild. It was for the support and maintenance and assistance of all the infirm members, it was a looking after of those who were unable to look after themselves; it went so far as to provide for the burial of the dead. The first business guild was at Cambridge in England, a guild that to some extent dealt with trade relations. And just let me tell you from an eminent author what the principle underlying that guild was, and let us apply it to the present day concerns:

"If one misdo, let all bear it. Let all share the same lot." That was the motto on the flag of that guild. It was a banding together not for the purpose of injuring a human being, a banding together of men engaged in the same class of business for their self-protection, for the self-existence of their own trade or calling and for the protection of each other. That implied a very high moral rectitude; that implied the greatest amount of loyalty you would expect one human being to exhibit towards another; that implied absolute confidence in each other.

The old German guilds were based upon somewhat of a similar foundation. They were national to some extent, at the same time they were bodies that did deal incidentally with some matters of trade, but it is when we come to the London guilds that we find the ends of the trade and business of the country being taken care of. These guilds were originally formed for the maintenance of peace, for the protection of property, the suppression of violence and matters of that kind, and I am citing now from a well-known author upon the subject. As trade began to change, with various interests cropping up, so did the guilds assume greater control over trade relations until they became actually the municipal government of such towns as Berwick-upon-Tweed, taking charge of the municipal administration, controlling the markets and the police—taking practically the position—well, not quite the position of the Board of Control in the City of Toronto, because they did better than that—they managed things so well that they continued to flourish

for hundreds of years along exactly the same lines until they became what were called the Crafts Unions—where you had the capital on the one side in the guilds as they originally started, and the craftsmen on the other side looking after the details and doing the work which led to the establishment of the modern day trades unions.

I am not going to take up any further time upon that, excepting to read an extract to show the high character of the guilds in those days. The same foundation ought to underlie any body of men who seek to assume for themselves the rights and privileges which you have a right to assume and seek in protection of your trade.

“The guild stood like a loving mother providing and assisting at the side of her sons in every circumstance of life, and cared for her children even after death; and the ordinances as to this last act breathe the same spirit of equality among her sons on which all her regulations

were founded and which constituted her strength.”

Having given you an outline of that, let us see what the conditions of trade are to-day, and how it is necessary that something—modernized, it is true—something along these lines must take place to-day; not to hurt your fellow man, nor to prevent your fellow tradesman from getting on in the world, not to prevent his buying and selling goods as freely as he can breathe the air of Heaven, but to so regulate and control trade and commerce and business along these lines that instead of being what some of you gentlemen were charged with being—violators of the law—you ought to have been credited with being protectors and defenders of honest law and honest administration.

Evolution of Changed Conditions.

Look at it for a moment. We cannot trade individually; that, of course, is out of the question. We have reached an artificial stage in the history of business,

not only in this country but in all civilized countries, where the individual trader is out of the question. You start first with the mere exchange of one product for another. You have no division of classes, no division of responsibility; it is simply one man with the other. By and by, as our wants increase—and they are increasing very rapidly all the time—and as the supply becomes larger, you create a totally different condition of things, a complex position. Let me illustrate. I can recollect things that happened over forty years ago, and I can recollect what was the condition of the country longer than that. And what was it? In the original days of Canada the settlement was small, and confined to a very narrow area. I can remember the time when the shoe-maker came round and made the boots for the family. He was the producer, the manufacturer. I can remember the time when the woman used to come round and make the dresses for the women-folk of the family. I can also remember the days when it was no uncommon thing for the bagman to come round with his wares, to be followed, as the area increased, by the peddler.

Then you have the origin of the departmental store; the four corners—namely, the blacksmith's shop, the tavern, the general store and the other complement. That was caused by what? The general store was brought about not because the man wanted to take the whole business of the neighborhood, but by necessity, the demands of the people. Then you go on until the merchant came in with his specific line, the grocer, the dry-goods man as the case might be. Thus has the country expanded, and we have to consider not only the expansion, but let us look at it from the closer standpoint. It was not the expansion of the country so much as it was that the demands, the wants, and the tastes of the people were becoming more varied and had to be supplied in some way or another. They could not be supplied by the general store or the man peddling his goods about the country.

Thus you create a different state of affairs. There was thus created a purely artificial condition. In all business, we have an artificial condition; we have an artificial condition at Ottawa. What have we got? We have got the revenue, the system of protection, and various other policies—but take protective principles, free trade principles, anything you like; they may be perfectly good under certain conditions, but when you come to a certain complex, artificial condition in the affairs of any country, to say nothing of the individual community, you have to devise something to meet the requirements of that condition, and that is how you get the wholesaler. Why? Because we have, as I said, a sparsely settled country. You had to reach the consumer through certain media. What was the best? It was not that the wholesaler arrogated to himself the right to charge what he pleased. He did not desire to cut in on the privileges of the re-

GETTING AROUND THE SECRET COMMISSIONS ACT.



Incompetent salesmen have unique methods of dodging the law. The above represents a traveler who cannot secure an order at regular prices. He bets the retailer that it is not 11 o'clock when he knows it is nearly one. The surprised retailer takes him up and wins what is virtually a rebate—and the traveler gets the order. This is known by Hardware and Metal to have occurred recently in a Canadian town.

tailer. He was the product of his times, and he came through a system of evolution; just as you find in the common life of the country to-day that the man who had his oxen and took his grist to the mill, to-day has his carriages and perhaps an automobile.

The man who had his home-made shoes fifty or sixty years ago, to-day has the finest patent leather the manufacturer can produce. Conditions have changed and in that change has grown up the body of men I see before me. In other words, your body is the result of evolution. It is not the creation of any corporation or any body of men to interfere with trade or commerce at all. The condition of trade has brought you into existence, and if conditions were changed, you would be without a calling.

Getting to the Consumer.

Now you will bear in mind, as I said before—and let us get down to the concrete principles—you always had the producer, whether it was the home-made shoemaker, or the man who made the axe handle does not make any difference. You always had the producer. To reach the consumer in the early days was a very simple matter, but when you come to the condition of things you have in Canada to-day, and have had for the last forty years, the reaching of the consumer becomes a very complicated problem. You cannot compare London, or any of the big English cities, with Canada, because within an area of a few miles they have more consumers than we have in the whole Dominion of Canada. You had to reach the consumer in some way. You did it originally through the retailer. Then came the necessity for the wholesaler. Here is where a misconception has taken place in all the prosecutions that we have had in the courts in this country; an entire misconception.

The object and the very reason why the wholesaler came into existence was not that he should make money and increase the prices or eliminate competition, but to reach the consumer in a more direct and cheaper way than ever had been done before. He was created by the condition of things as they developed and as the process of evolution went on. The result is to-day we are dealing with the three classes. We are dealing with the manufacturer, the wholesaler and the retailer, and I am not going to argue for a moment on what has been declared by the highest court in the province and some of the highest courts in England, and which appeals to our common sense, namely, that our present system has been found to be, as an absolute fact, the best and cheapest method of connecting the bank of the manufacturer with the bank on the other side of the stream, the consumer.

Right of the Manufacturer.

The manufacturer—let me say this in order that we may clear the way from a legal standpoint—the manufacturer has the absolute right to fix his price. It was argued in the cases I have referred to that by fixing his own price, and per-

haps enhancing it, he was violating the Act. Not so. For instance, we have seen again and again, the result in argument by taking the case of Sir William Macdonald and his tobacco. He produces a certain article. He is the only man who knows what the cost of that article is to him; he is the only man who knows how much the cost should be to enable him to make a living profit. He fixes that price. If he fixes it too high he has got the American Tobacco Co. coming in with perhaps as good an article at a less rate. He has got other manufacturers coming in in the same way. The same with the sugar refiners and canned-goods people. You may combine, but the moment you increase the price beyond the living profit, that moment instead of destroying competition (and the economic history of this country tells it) that moment you actually increase competition, because you encourage others to go into the business. We had the evidence of Mr. Robertson, who said the fault he had to find with the guild was that it increased competition, and there was a great deal of truth in the suggestion he made.

When you come to work it out, the moment you combine, or do anything that tends to enhance the price at all materially, that moment you find thousands of others ready to come into the market and supply the demand. So there is first of all the interest of the manufacturer, to have his profit; and he alone can tell, if he is an honest man he will tell, what the living profit should be. If he fixes it too high, he is met at once by opposition, and I care not what the merger may be, what the combination may be in even such an important body as the wholesale grocers of this country—controlling as you do a very large amount of the retail trade of this country—even you cannot control a situation so as to prevent competition.

Carrying Out of Agreements.

These things must, however, be worked out in good faith. The manufacturer must depend upon the honesty of his agents. You are his agents. If he makes an agreement with you, he has the right to see that the agreement is carried out. Not only so; he has the right to so carry on his business that he may rely absolutely upon the fact that that agreement will be carried out—because according to the agreements he makes, so he cuts his cloth.

Now it is a matter of you gentlemen acting either individually or in combination. It is a matter of you handling certain products of this country. And to the extent to which you are able to make your trade relations perfectly honest in the observance of the contracts and all the rest of it, to that extent you are not only benefiting yourselves, you are not only benefiting the manufacturer, but you are reaching out towards the benefit of the consumer.

Wholesaler's Position.

The wholesaler, as I said, comes next to the manufacturer in the

ordinary course of proceedings. The wholesale trade has been in existence for years in this country. It is no new thing to control the sale of goods of any particular manufacturer. It is needless for me to say where the wholesale trade is of benefit, because it is apparent to everybody. You save money, you save time, you put your retail customers in a better position, you form local distributing centres, you carry many of these men along from year to year who would otherwise perhaps go into liquidation; and if the wholesale trade is carried out according to the practices and regulations of the Wholesale Grocers' Guild, with which I may say I am familiar, you are not only conferring upon yourselves the dignity of an honest calling, but you are protecting the retailer, and you are also reaching out to protect the consumer.

But, like all other agents, it is necessary we should be honest among ourselves, and in saying that I speak as if I represented to some extent, at any rate, the wholesale people for the time being. When we make our contracts, having regard, as I said, to the complicated economic conditions of to-day, these contracts must be rigidly observed. The moment you break the smallest pin-wheel of a machine, the machine is out of order. The moment you get grit—I don't mean political grit—into the delicate part of your machinery in a factory, that moment your machine becomes more or less affected. So here. The moment you get any misunderstanding, the moment you have any difficulty arising from the non-observance of a contract or otherwise, that moment your machinery is not perfect and something will go wrong. In a guild, or in a body of men such as I see before me, an organization such as you have here—I should say one dishonest man will upset the calculations and the working out of the scheme of all the other members of the institution.

Effect of Retailers Cutting Prices.

Now about the retailers I shall say very little. That is a subject that, I understand, has been dealt with. But I will point out that the same principles should apply in the minds of the retailers to the wholesale man, as should apply in the mind of the wholesale man to the manufacturer. The retailer is everywhere in touch with the consumer. He is the man that has the last stage in the distribution of the goods, from Montreal, Toronto, Hamilton, Winnipeg, or elsewhere, wherever they may be produced, and each one of these men is more or less dependent on the honesty of his fellows. Take two men in the village. What is the result? They begin cutting prices. They begin struggling for trade not upon an open and honest living profit basis. And what is the result? It does not need me to tell you that one and perhaps both of these men will go under.

Now to keep this state of affairs in check, generally, I may say before I go to the legal aspect of the matter, to keep these in check, it is necessary that you

should have regulations, and I shall tell you later on how far you are entitled to regulate without violating the law. But you have to regulate for several reasons, and I have noted them here in a very simple and itemized manner. You have to regulate this body, and not only this body but trade conditions. First, as I have said, to prevent any dishonesty being carried on, to stop the unfair dealing, to see that your system is carried out in its entirety and in every way to deal fairly and properly, to see that all your contracts are kept, and the contracts of your fellows, and to see after the cutting of prices, which has always been a sore spot with the wholesale man. To see that this is put a stop to, and in order to effect these matters you have a perfect right, as I shall show you in a moment, to pass your regulations and to impose your penalties. If you cannot carry out your system because your rules are not regarded, then you have a perfect right to say, "We will exclude so and so from our exchange," or guild as the case may be.

By reason of many of these violations happening, I am told by some of my friends among the wholesale grocers, the wholesale grocery trade became bad, profits were reduced below a living price, the whole system was disorganized and demoralized. They were carrying a lot of lines at a loss. Even the manufacturers were selling to the retailers over their heads at the same price as they were selling to you. They were depriving you of your market, the only market that was open to you, just as it would not be right for you to sell to the consumer at the same price as the retailer can buy his goods. In other words, they were selling your customers and wrecking your existence, taking away from you the only means of living you had, and as I put it to the court on more than one occasion, the fight you had to make was not for fair trade, the fight you had to make was not for high profits, the fight you had to make, gentlemen, was for your very existence. Hence the organization. Then you had your Guild, or Exchange, or combination. I like the name Guild, because the meaning of that word is plain. It signifies "payment." If you say "guild" it means your word is as good as your bond; that is the underlying principle of the whole transaction—honest, fair dealing.

Pays Tribute to Wholesalers.

What was the aim, as evidenced by many witnesses at the trial, the aim of the guild? First, it was to stop the cutting of prices; second, it was to try and make men, some men, live up to their agreements, and let me pay you the highest compliment any man in Canada can pay to a body of men. Perhaps it has not occurred to you in this concrete form, but let me say as a truth, and take it home to yourselves as a compliment coming from, I may safely say, one who knows from the best evidence that was given: For twenty years this body of wholesale grocers stood upon their rights, and on that twenty years'

record they were put upon their trial. The old, dusty letter books that were almost obliterated by age, the old letters where the ink had faded out, the documents and papers and books of account, where you could write what you pleased on the covers—all these things were raked up against the Wholesale Grocers' Guild in the case of the King against Beckett and others; and in all the evidence, with all the force the Crown had at its back; with all the money that they could expend, with the assistance of able counsel and I don't know how many detectives besides, with ways that were dark and tricks that were vain, seeking to unearth evidence which had been left by a dead man; with all that in the whole twenty years' record we only found three dishonest men in the wholesale grocery business of this country! And yet they say "We are afraid the wholesale grocers will combine to the injury of the retailer and the injury of the consumer."

You have to build trade up, you are the gentlemen who have a great deal to do in the building of trade in this country. You have an example set you by two governments at Ottawa, by a system of protection, you have the theory of not cutting prices. Protection was passed for the purpose of doing what? To prevent the prices being slaughtered by foreign manufacturers with their surplus stock.

You, in endeavoring to stop the cutting of prices in your own land, are charged with crime. Fortunately the judge did not look at it quite in that light. This is important to know, and I shall briefly notice it. When this organization was formed you took the precaution, and a very wise one, to say "We will not exclude any wholesaler. We shall not determine who shall be members, the trade or business of the man shall determine that. If he is a wholesaler, he shall come with us; if he doesn't choose to come he can stay outside; he shall receive exactly the same benefits as we have, without perhaps any of the responsibility." That was the distinguishing feature of your Wholesale Association. No man was prevented from getting his goods. The only test was this: If you gentleness in Toronto, and Montreal, and elsewhere, you producers, employ us to act as your distributing agents you must not sell to our customers at the same rate as you sell to us.

It doesn't need any argument to convince anybody that that was common-sense and fair play and the honest way of doing business, and whether a wholesaler belongs to the association or not he would be entitled to get his goods at the same rebate, royalty, or otherwise, as you were able to as members of the guild, and he would save his admission fee and his charges for lawyer's fees.

What do we find with all this cry against the wholesale people? We find this singular fact. Not only were you generous enough, not only was the wholesale trade generous enough to say, "We won't exact membership as a test; the

test shall be a wholesaler or not a wholesaler." Men who never saw the inside of the Wholesale Grocers' Association room got their goods, got the same rebate and the same protection as you did. More than that, men like Mr. Eddy, like Sir William Macdonald and others, had old customers who had grown grey in their relations, and as a matter of sentiment you respected that and never objected to their selling to a few men who were old friends of theirs, and they have continued to sell to them as retailers at the same rate as they were selling to you. I ask, where you could find a body of men who were as generous as that? It would be a crying shame if there was a law upon our Statute Book that would hold them responsible for any kind of a reasonable and proper combination such as this was shown to be.

Case of Patented Articles.

There are some things, as I have said, in view of the general conditions of matters, I should like to point out to you as things that would be perfectly legal to do, and I have taken some little care to put them in a shape that cannot be objected to. In the first place, as I pointed out, it is perfectly legal for the manufacturer to fix his own price. If it is a patented article he must place it upon the market at a reasonable price, because he has been given a monopoly by the Crown to manufacture that patented article to the exclusion of everybody else, and the Crown says, having given you a seven year monopoly, with a renewal perhaps for seven years more, you must meet the public requirements. There can be no competition in that patented article, and we will so enact by legislation that you shall not be allowed to charge an extortionate price for that particular article.

But even with the patent you do not destroy competition. Why, look at the condition of things in regard to sewing machines and bicycles. I have never had much use for a sewing machine, but I know something about bicycles. Ten years ago you paid \$125 to \$150 for a bicycle you can get to-day for \$40 or \$50, although it may be in part patented. Thirty years ago, you would give \$30, \$40 or \$50 for a hand sewing-machine, that will cost you \$10, \$12 or \$14 to-day. And why? Notwithstanding the protection by patent there was the striving by others to enter the field against the patent, and so successful were they in some cases that the patent was not worth the paper it was written on, commercially speaking.

When Combines are Legal.

But leaving the patent question out, you have the right to say to manufacturers;—"Fix your own price." And if the tobacco man, or the sugar man, or anybody else, charges more than a similar or a little inferior article can be bought for elsewhere, he will soon be out of business. Trade regulates itself. All we want is a good straight, stiff, honest backbone at the back of it. I say manufacturers have the right to fix

the price. I say also the wholesale grocers have the right to combine honestly for self-preservation, and that is the very essence of the King and Beckett.

There is a sort of feeling generally amongst people that a combine is illegal. Nothing of the sort. A combine, as we understand the word ordinarily, is just as legal as anything else; but you must not so combine as to produce the injurious effects mentioned in the Statute. You must not do it for the purpose, bear in mind the expression, for the express purpose or even the incidental purpose, of enhancing prices. You must not do it for the purpose of limiting competition, or to interfere with the cheap and rapid transportation of goods. But for the protection of your own trade, for your self-preservation, a combine of the closest and most vigorous character is just as legal as anything else. This is one thing you can do. Another thing you can do. You can make your arrangements with the producers or the manufacturers to be their exclusive agents, and say to the manufacturer, "If you are going to employ people other than ourselves we won't act as your agents. Take the other people; leave us alone." That is perfectly legal. There is some hazy idea that this is preventing other people from trading. Not at all. I have a perfect right to go to the Massey-Harris people and say, "You appoint me, or myself and the chairman, as agents in the County of York for the sale of your goods exclusively." I have a perfect right to do it. The chairman and myself have a perfect right to say, "If you sell through anybody else, even if you yourselves sell in the County of York, we won't sell your goods." It is perfectly proper and perfectly legal.

The Breaking of Contracts.

Then you have this further right. You have the right to say, "You shall not deal with a man who is a contract-breaker." I am not bound to sell my goods to every man who comes in. I am not bound to produce goods for any man who chooses to come along and say: "I want so many goods, and I am willing to pay for them." I have a right to ascertain the character of the man I am dealing with, and I have a perfect right to say I shall not sell to a man who has red hair or black, as the case may be.

Why should not I? I control my own situation. No reason in the world why I should not. And if you find a man is not keeping up his contracts, if you find he is not an honest man in respect to his contracts, you have a perfect right to say: "We shall not deal with that man." You have a perfect right to see that the agreements upon which you shape and mould your business are kept; a perfect right to say these agreements are a part of the system. When you break any of the agreements you jar the whole system, it affects our business, our trade and our reputation, and you have a perfect right to see that these agreements are not broken. And you have the further right (keeping within the lines I have indicated) to regulate these by pen-

alties. No company could live unless it had some power to impose penalties, either under its charter or under the general law of the land. Take any company, I don't care what it is. In dealing with certain stock—I am speaking of share stock—in that company, a man does something that is wrong. If you had no control over that man your company could not continue to exist. The general law of the land applies to him, but you have just as much right, so long as you keep within the limits I am indicating, to impose your penalties upon that man within your internal organization and your internal powers as you would have if the general law of the land did not apply to the case in point.

Must Act in Good Faith.

You have a further right—and this is perhaps the widest right you have—you have the right to do all things necessary to protect the interests of your business, provided they are done in good faith. Of course, if you once have malice against a man—say there is a man John Smith: "I have got my knife ready for him, and I am going to see he is cut off"—there you are actuated by an unlawful motive, a malicious motive, you have an ulterior object in view. But if you act in good faith, having the grounds for your action that for some reason or other it is necessary in the interests of your business—without exceeding the proper limit, without exceeding any legal rights at all, even if injury may come to a man through your act, that does not make your act illegal if it is done in good faith in the interests of the preservation of your business. I will illustrate what I say by reading an extract, to show you there is law upon the point. We have the law laid down by no less a Judge than Sir Glenholme Falconbridge, Chief Justice of the King's Bench, following the judgment of the late V. C. Strong:

"It would be dangerous to accept as a settled doctrine of political economy or proposition of law, that under any and all conditions, and at all times, every man or corporation should be declared to have an absolute and inalienable right to buy and sell, trade or barter, with any other person or corporation, without restriction as to quantity or price."

We have such a man as Lord Herschell, in England, in the Court of Appeal, saying:

"I do not doubt that everyone has a right to pursue his trade or employment without 'molestation' or 'obstruction' if those terms are used to imply some act in itself wrongful. This is only a branch of a much wider proposition, namely, that everyone has a right to do any lawful act he pleases without molestation or obstruction. If it be intended to as-

sert that an act not otherwise wrongful always becomes so, if it interferes with another's trade or employment, I say that such a proposition in my opinion has no solid foundation in reason to rest upon."

That is the judgment of one of the highest courts in England.

A well known and authoritative author, Eddy on Combinations, says:

"The right of a combination of dealers to advance their own interests by mutually agreeing to decline to deal with any manufacturer or wholesale dealer who should sell directly to their customers has been broadly upheld."

That is what I am contending for. So long as the objective point is the self-preservation of your business, is the interests of the business, although it may wipe other men out of existence, that is a matter of no consequence so long as it is done in good faith and not for any ulterior purpose.

And then we have the language of Chief Justice Falconbridge, who decided the case of the Guild. "The various cases of alleged oppression and 'driving out of trade' of persons who either openly, or by some ingenious device, aim to belong to the wholesale trade, and at the same time sell at retail, are thus easily understood. If this system were to be practised, it would injuriously affect and demoralize the trade, not only of the wholesaler, but of the retailer, and the consumer would certainly not be better off in the long run."

Things That are Illegal.

I have told you the things that you may do. I will tell you now the things you cannot do; and they are very few.

First, it is illegal to combine with manufacturers to fix prices. You leave the manufacturer alone, trusting to the tender mercies of your executive, Mr. Beckett, Mr. Blain, and a few others; their work showed up fairly well at the trial. Let your dealings not be with the manufacturer as to fixing prices, because that is an illegal combination. It is illegal to exclude wholesalers from your organization if they desire to join, because you would have no right to determine who should be members, except by the broad test of qualification. You would be taking upon yourselves to personally discriminate, a thing which is not permitted in law.

Another thing you cannot do primarily, although you may indirectly, or rather, it may be the result of what you have legally done. You cannot enhance prices by combinations or agreements or arrangements. The law positively says that is wrong. As I pointed out, you may do a great many things that may have the effect incidentally of increasing prices, but you cannot devise a scheme for this purpose. It must have the foundation of necessity and the saving merit of being in your own interests and in

the interests of your own self-protection.

Another thing you cannot do. You cannot by any means known to the law, although I am afraid it is sometimes done—you cannot coerce any man into your belief or your system or your method. Every man has the right to his individual opinion, to exercise his individual act; and the moment you attempt anything that shows there is coercion against an individual, that moment you are within the scope of the law.

Expounds Secret Commissions.

Having said that much, perhaps more than I should have said, let me call your attention to an Act that was passed a short time ago, and let us see where that leads us. If I am right, in what I have pointed out in regard to the condition of trade, the necessary incidents of it and the necessity for the present division you have got of your three classes, then we find the law protecting that state of affairs if honestly carried out. There was a great deal of trouble in regard to many commercial matters as between agents and contracting parties, and Parliament passed an Act dealing with that very subject, and that is known as the Secret Commissions Act of 1909.

Under that Act an agent means any person employed by another. The first section or two does not apply to the case which I understand will happen even in a well-regulated family like the Grocers' Exchange. In the desire for business, and in the effort to make big returns, and sometimes perhaps if the agent is paid by commission, in his self-interest he will go to the retailer and will say, "Here are so many packages; they will cost you \$12." The retail dealer says, "No, I won't buy them. I believe I can get them cheaper from another man." The agent says, "I will allow you a rebate," and he does it in this way. He says, "I will give you a dollar," or fifty cents, as the case may be, which would be a very high percentage upon a twelve-dollar lot of any particular article. He gives him the fifty cents, or the dollar, the man buys the goods, and gets his rebate in that surreptitious way. The agent, if his principal is honest, dare not return it to the principal, because he knows his principal is under a moral, if not a legal, obligation, not to sell at less than a fixed price. He returns it as his expenses, sends in the voucher and adds the fifty cents to the week's account. He has got the order, and thinks he has done an honest transaction. A great deal of wrongdoing may take place in that way, but when we come to the Act, whatever view may be taken of the earlier sections—I have some doubt myself as to how far they apply—but when we come to Section (c) of the Act you will find this, "Being an agent," that is, a person employed by another—"being an agent, knowingly uses, with intent to deceive his principal, any receipt, account or other document in respect of which the principal is interested and which contains

any statement that is false or erroneous or defective in any material part, and which to his knowledge is intended to mislead the principal."

What the Penalties Are.

The man who does that is liable on conviction to two years' imprisonment, or to a fine not exceeding \$2,500, or to both. The agent violates his principal's contract by selling below the fixed price; he is cutting the price. He is not doing it in the interest of his principal, because his principal loses the fifty cents or the dollar, as the case may be—I am only taking this small amount to illustrate. He is using his principal's money for a certain purpose that is not proper, and in addition to that he is returning his voucher to his employer, which is false and intended to mislead his employer, because he wants the employer to believe that the fifty cents was traveling expenses, or traveling allowance, instead of the rebate, which was an unlawful act.

It is well for the wholesale grocers to know this. But apart from that let us see what the statute says. We have a particular statute known as the Criminal Code, and I have summarized a section in order that it may read to you intelligently. Statutes are often passed which are not intended to read intelligently, because if they did and any man could understand them, my occupation would be gone.

This is Section 415 of the Criminal Code, which I have summarized, "Any person being a clerk or servant who falsifies any book, paper or writing, or makes any false entry in any book, paper or writing, belonging to his employer, or that has been received by him on behalf of his employer, or concurs in the same being done, is guilty of an indictable offence," and liable to maintenance, food and clothing at the expense of the state for seven years.

I say that the agent who goes out, without the knowledge of his principal, and does these things for the purpose of cutting prices, will find himself in grave difficulty some day, if not under the Secret Commissions Act, at any rate under Section 415 of the Criminal Code.

Now just a moment with regard to the Secret Commissions Act, and see what was intended to be covered by it. The Secret Commissions Act was intended primarily, no doubt, to prevent violation by agent under contracts of various kinds. The consideration, of course, to the agent that is mentioned in the Act would be the man buying the goods. It is to the personal advantage of the agent that he sell the goods, it is to the personal advantage of the agent that he extend the business of his employer, because so will he be rewarded, not only here, but hereafter. Under that condition of things, to begin with, the account he returns to his employer, is absolutely false; and let me say, if the wholesale grocer stands in with his agent in the deal and knows it, and authorizes it, either expressly or impliedly, the agent is not responsible. But I am tak-

ing a case where the agent does it on his own account, and for the purposes which I have mentioned.

To Bring About Honest Dealing.

The object of this Act was manifestly this: to keep the agents and all persons dealing with them, honest. That is the first proposition. The principal, the wholesaler, is not there; he has to trust his agent, he cannot go round and control every act of his traveler, he cannot see that the law is carried out or if his contracts are carried out; he must trust his agent, and it was important that some safeguard should be given to the employer in regard to the conduct of his agent, so that if he did that which was illegal he might be reached in some summary way.

The second object of the Act was to prevent the rules and contracts and regulations of the employer from being broken. Otherwise there would be no check. An agent could go about and break all the rules and regulations you could put in force. Then the third object was apparently to prevent collusion between the agent and the person he was dealing with, which was one of the most important elements of the Act.

Now you see how readily it could be done in the way I have indicated, and I am told that is the way it is done. I am advised that is the fact, and I am pointing out that that being the fact, such a man is liable under the section; and if he is not liable under that, he is clearly liable under the section of the Code.

I have just a few words to say about the cases which have been decided in our Canadian courts.

Decisions re Combines.

It is a matter I should like to speak to you about just for a moment. There is a great deal of misapprehension with regard to what has been decided by the courts in regard to combines. I am going to tell you briefly what has been decided in this country. In the Elliott case, the Ontario Coal Association, of Brantford, they had a list of members, and they refused to take in more members, although those seeking admission were on the same plane and belonged to the same class as the members who arrogated to themselves the right to control the coal situation. And the reason given on the by-laws was, they called them "eligibles"; and a man was only eligible up to the point when the company could not stand any more competition. In other words, as soon as they reached the high-pressure of competition the eligibles were shut out. They prevented other dealers from joining the association. The wholesaler couldn't get his coal, although he was in the same line of business as the members of the association.

The object was, under their articles and by-laws, to prevent anybody but the gentlemen who formed the combine, to prevent anybody, no matter how well qualified he might be, in the same line of business, and entitled to the same rights—to prevent these men getting the

coal. The test of admission was not, "Is this man a wholesale coal dealer or a coal jobber?" The test of admission was this: if there were enough members to exclude competition nobody else, not even the proverbial Irishman, need apply; because he would be shut out. The whole object was to keep down competition, and therefore the court very properly said: This is the worst kind of combine. It is a combine to make money, pure and simple, and therefore it is illegal.

Take the Clark case; a Manitoba case. There the retail dealers were combining. It was only such retail dealers as the directors of the company determined by ballot or otherwise that could get into the association. Every retailer couldn't get in—only the favored few. A by-law fixed the prices, mark you. They combined to fix the price, combined to determine who shall and who shall not be members of this close corporation. They determined the price themselves, not as where the manufacturer determines it, in your case; or as where any wholesale man coming along with a clean record is welcome to join your association. Not that case at all. There the dealer was not joining as a retail dealer carrying on business. That was not the meaning of the word "dealer." The word "dealer" as declared by the by-laws of that association meant "member," and a man who was not a member was declared not to be a dealer.

These people were dealing directly with the consumer, and the result was immediate. You hadn't to go through two or three channels, the price was at once fixed by these men, and at once myself and the million other consumers, whoever they might be, had to pay that increased price.

In your record of business, matters are entirely different. Strange that with all this talk about combines, you can buy sugar to-day cheaper than you could twenty years ago. Singular thing that you can buy better tobacco to-day and cheaper than you could ten years ago, although I am told some of the producers are compelled to put it up a little lately owing to trade conditions.

Case Against the Plumbers.

You have made no attempt to enhance price. The effect, as I pointed out, might, under certain other conditions, have been to enhance, but the object was not to increase, and, as I say, the Clark case differed upon that particular point. Then there was another case—you will remember the plumbers' case. Well, we have no sympathy with the plumber. I tell you that much to start with. He did what was manifestly a very risky thing, not even the semblance of such a thing as was at any time done by or among the members of the Grocers' Exchange. I have no hesitation in saying of your combination, and I think it is a praiseworthy thing to say, that you have sense and honesty and courage enough to go out and say, "Yes, against all dishonest dealing, against the contract-breakers and the cutting of prices, we will combine."

But in the plumbers' case, when they got up steam, they got to this stage: that the dealers in exactly the same class as the association members could not buy from the producers or the middlemen; could not buy at all from them except at an advance. They could not even buy at the price the men in the association were buying at. But if the master plumbers, not being members (this is your case) had been able to go into the open market, being equally qualified with the members, and buy at the same price, there could have been no case against them. Instead of that, they formed a combination outside of that, and said: "Here is the supply house; you must get everything from that supply house, and at the end of that time nobody but members could get anything; and in the meantime there was this supply house enabling the members of the association to get their goods; and at the end of certain periods of time they would divide up the whole business and make the profits. And so the court properly held that this was an evil combination, and one which ought to be punished by law.

In this matter we find the same principles that governed and were approved of in the Gage case, the Ontario Salt case, Gibbons and Metcalf, and a number of other cases. The same principles as were adopted by the Wholesale Grocers of this country governed in these cases, either here or in England. The courts said: "You have not violated the law, you have acted within not only the letter but the spirit of the law, and you shall not be punished for any of these things; they are not a violation of any statute of the land." And that is the position; that is how the matter stands.

On Business Integrity.

Let me say a few words in conclusion upon the matter of business integrity which is always important. As I pointed out in the beginning, general remarks are sometimes not valuable, general reasoning is not of great value to the people who hear it nor to the man who reasons. We have to get down to something like fixed, concrete principles, and see just where the generalities lead us to.

It is very well to say that the combination, or that the general conditions, or the exchange of trade, or whatever it may be, require certain general things to be done, but we ought to inquire first of all what are the real objects of such a combination or of such an association as this.

As I have worked it out in my own mind there are four things to be sought. Each one laudable, each one praiseworthy, each one something we ought to be proud of if we attain to. The first great object of an association of this kind, or of any guild, call it by what name you will, is to preserve the sanctity of an agreement. I care not what means you employ, I care not how hard it may press upon some people or their business; remember that one of the great things to be sought for by any aggregation of men, whether in trade or commerce, or in the private walks of life, whether publicly, politically or otherwise,—the great thing is to preserve the sanctity of your agreements.

The second is, that in all organizations composed of honest men, doing an honest business, it is necessary to

maintain loyalty to each other—no underhand dealing, no taking advantage in some concealed or surreptitious way, but that open, frank, outspoken loyalty, shown in words and in deeds; the confidence that one man must have in another, and in the loyalty which his fellows show to him and to the objects of the institution to which he belongs.

Considering the condition of matters, do not look upon your business as a mere money-making concern; because the man who spends his life gathering coppers together and storing them away and denying himself any little luxury he might otherwise have, that man is not pursuing the object of his life at all. That man is not living the life of a citizen. I say, therefore, that the third great cardinal principle is to look upon your business as a trust given to you to guard and watch and carefully protect.

In your hands lies the destiny to a great extent of a very large proportion of the trade and business of the Dominion of Canada, and as you carry on that business so you are stamping upon it the sacred character of a trust given into your hands; or by taking another course you will have the demerit of having abused the confidence that has been placed in your power.

The fourth is, that you should seek in all your regulations and all your rules to not only advance your own interests, which is the bounden duty of every man to do, but you should to the utmost extent protect the interests of your fellows in business.

Those four cardinal rules, take them as your charter, take them as the foundation of all proper, honest, trade and business, and you won't go far astray no matter what means you adopt to carry out those principles. By accepting these, you at once raise the moral standard of trade and business in this country. You elevate the tone and character not only of your own business, but of the whole business of the community. By so doing, you purify the channels of commerce from one end of the country to the other, and even beyond the limits of this country. In your dealings with the English and German and American markets the same principles will hold good, no matter what the class of people may be you are dealing with. Purify the channels of commerce; you have nothing to dread and nothing to be ashamed of; and by these means you will become in fact as well as in name, the merchant princes of the land. Your own lives will be better and higher in their ideals by pursuing a course such as I have indicated; your citizenship will be loftier in its aims and purer in its objects, and your duty to the State will be more faithfully and more fully discharged. Private life is a reflex of our business dealings. Do not run away with the idea, do not let any of us run away with the idea that we can be pure in private life and impure in our public transactions.

And let me say that as you improve the character of your public calling, so will your political, religious and moral conduct add to the national reputation and integrity of the great Commonwealth under whose broad banner of liberty and fraternity you live in the enjoyment of all the benefits and privileges of free, individual right of thought and action.

HARDWARE^A & METAL

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THE COPPER PROBLEM.

The world's copper market is undoubtedly showing signs of trouble. It is necessary to go back over a year to meet prices as low as those obtaining this week. Such a position at a time when everyone expected strong markets generally, is extremely disappointing. Apart from the effect upon the copper demand alone, the weakness in the market is having a sympathetic effect upon the other metals. The one hurts the other, and the confidence of the buyer is shaken.

What is the trouble with copper? It seems to be purely a question of over production. From the time of the general slump in 1907, producers have been turning out the metal heedless of conditions, until each monthly output assumed record proportions. Stocks have accumulated on all sides, and the legitimate demand, strangled from the first, has never had a chance to pull up. The producers have all the way along held firmly to prices in the hope that a great consumptive rally would put the market on a firm basis. Many times their position became almost untenable, but a downright cutting away of prices was avoided. Now it looks as if the inevitable had arrived.

Exports from New York have fallen off for some time, stocks have not decreased despite the strength of the spring consumptive demand—a demand which would probably have raised by several points a sound market—and copper stocks are now undergoing another hammering in Wall Street. The report that the producers are not to issue any more monthly statistics as to production, deliveries, etc., had a bad effect. Whether there are good business reasons why they

should not issue these figures regularly need not be discussed now. The only thing is that such an action taken now at this critical time is very ill advised. Make changes when the market can afford to stand it.

The best thing now is for copper to go to the 12c mark, or below so that production may be restricted through the inability of some of the companies to produce at a profit. As an amicable arrangement cannot be made to reduce production, the forcing out of some companies by low price copper may do what is desired. While the remedy is taking effect the copper industry generally will be in a serious way, but when the corner is turned things should materially improve. It is believed that once production is checked for a time the demand will rapidly catch up to the supply.

BRITISH MANUFACTURERS AWAKENING.

Lord Charles Beresford, who visited Canada last summer to open the Canadian National Exhibition at Toronto, and who, since his return to England has been elected to Parliament, has written a pamphlet addressed to British manufacturers, pointing out the steps it will be necessary for them to take to increase their trade in Canada.

Manufacturers are told that they must do more than distribute catalogues and then wait for results. They must, the Admiral points out, secure high grade travelers, who can not only sell goods, but make reports upon the styles and classes of goods demanded by Canadian consumers. Quick shipments direct from manufacturers to Canadian representatives, instead of through forwarding agents are also imperative.

Along with Admiral Beresford's pamphlet is being circulated an editorial from Hardware and Metal, of March 12 on "German and British Methods," this attracting attention as "a straight talk" comparing the activity of German manufacturers in endeavoring to secure Canadian trade after the abolition of the surtax with the unconcern of the British manufacturers, after they were given the advantage of a preferential duty of 25 and later 33 1-3 per cent. The editorial has been republished in America having been cabled back with a review of Lord Beresford's pamphlet this week.

ANOTHER HOTEL HOLOCAUST.

The risks of a traveler's life have again been illustrated by the tragedy at Cornwall during the past week, when a dozen lives were blotted out and scores more narrowly escaped with their lives.

Few hotels in Ontario were considered by travelers to be better equipped against fire than the one destroyed, this fact, but further illustrating the dangers undertaken by the commercial men who spend the bulk of their time away from home. If the hotels which are considered the best and are selected as the safest in which to stay are but fire traps what about the poorer stopping places?

The Cornwall tragedy demonstrates the necessity of a thorough investigation by practical men appointed by the Provincial Government, in order to discover the cause of this fire, and the reason why it spread so rapidly that guests and employees had not time to escape the flames.

More stringent regulations seem necessary and the Government has a duty to perform in seeing that every possible precaution is taken, not only to prevent fires, but to aid in the escape of guests, etc., when one occurs.

H&M—Editorial

BBB

A GOOD SIDE LINE.

Hardware merchants have a good opportunity to develop business by acting as agents for the makers of prismatic glass for store fronts and windows and it can be done by catalogue and sample with no money tied up in stock.

A badly lighted store has a very chilling effect on a prospective purchaser. The change from coming out of daylight into twilight in the store is very depressing, everything is in gloom, goods cannot be seen properly, the merchant or salespeople seem affected by the dullness. This is because the light is spent on the floor near the window. Prisms change the course of the rays and direct them backwards.

As well as for store lighting, prisms are equally serviceable for lighting dark basements in the daytime. The light strikes the prisms set in the sidewalk, passes through and is reflected inwards, making bright an otherwise dark interior. With the aid of prism lighting, the merchant is enabled to conduct his business under more pleasant conditions, he can utilize daylight in daytime artificial light taking its proper place at night.

Make a round of the stores in your town and where a dark store is found urge the merchant to place an order for some prism glass. If it is a dry goods store show the necessity of light to show the colors in goods. Have a catalogue along and be prepared to make some practical suggestions. Know your proposition, size up your customer and present the case properly and you will get a good order with no investment.

CANCELLING ORDERS.

A traveler raises his voice this week to protest against the unfair practice of cancelling orders which have been booked and gotten ready for shipment. He writes:—

"You take an order for a barrel of turpentine, and a day or two afterwards another traveler comes along and being told that an order has just been booked, he, seeing a chance to make a play, quotes a price which he knows will be below what the first traveler sold his his goods at. Then the customer writes in and says to cancel his order if you cannot meet the price.

"Is this fair business? When a customer orders goods at a set price—and the ruling price for that day—he ought to be man enough to meet his bargain. What would he think if the wholesale house said they found they could not fill his order, because the market had just advanced and they had no stocks in hand?"

Hardware and Metal considers the traveler's protest justified, but cannot believe there are many "salesmen" such as he refers to, calling on the hardware trade, nor that there are many retailers who would act as described.

The retailer detests, and rightly so, the bargain hunter who goes from store to store asking for low prices and when quoted a price, says he can buy at such-and-such a price at So-and-so's store. As a rule the bargain hunter is a falsifier, but nevertheless he casts doubt upon the integrity of a business competitor and breeds a soreness, which develops frequently into hard feeling and a price-cutting warfare.

If the bargain hunting breeder of discord is to be detested, so should the "salesman with the serpent's methods" be eschewed. The retailer who looks for fair dealing on the part of his customer must endeavor to deal fairly with the jobber whose customer he is. What is sauce for the goose should be sauce for the gander.

INSURANCE COMPANY WINS.

A decision of importance to insurance companies and merchants was rendered recently at Winnipeg in litigation known technically as the case of the Prairie City Oil company vs. Standard Mutual Fire Insurance Company. It relates to technical defence and places responsibility on the insured to comply strictly with all details of the policy.

The plaintiffs took out a policy in the defendant company on their premises in St. Boniface for \$3,500.

The defence raised was that gasoline was kept on the premises contrary to the provision of statutory provision 10 (F) contained in the policy.

It was strongly contended that gasoline was an illuminating oil and that the policy was wide enough to cover plaintiff's general stock. There was a further point argued that the plaintiffs had not given written notice of the loss as required by the policy.

Justice Metcalfe gave judgment in favor of the defendants, holding that the defence was most technical but the parties had made their contract. The condition was a condition precedent to the right of recovery; the insured, having made the contract, must strictly comply with its provisions. Neither the want of knowledge of the effect of the contract nor the carelessness of the insured to inform himself of its contents in any way helps him in his difficulty. The result may be startling to the community and individuals may anxiously scan their policies to try, if possible, to find out what they mean; perhaps they may succeed, perhaps they may not. A written contract must be interpreted as it is found.

STOVE MARKET WEAKER.

A couple of months ago there was every indication of an advance in the prices of stoves. One price-cutting foundry had announced an advance, and several foundries which had done business last year at a loss were urging an advance. The Stove Manufacturers' Association, it is understood, had practically decided upon making an increase.

A peculiar situation has developed in the iron market, however, and while pig iron prices have changed very little, easier conditions prevail. As a result talk of higher prices for stoves has changed to talk of cheaper iron with the possibility, though improbability, of a drop rather than an advance.

Present indications are that if a change occurs in stove prices it will be downward. But there is not much likelihood of any change other than by the introduction of new lines of cheaper ranges designed to compete with the cheaply constructed ranges made for sale through the departmental stores and catalogue houses. Manufacturers find it necessary to meet this competition by supplying customers with cheap ranges to sell to the bargain hunters.

STICK TO TRUTH IN ADVERTISING.

An extravagantly-worded advertisement is as undesirable as an over-dressed clerk. Exaggeration in statements which a merchant places before the public is as obnoxious as an untruthful salesman. No merchant who has learned the value of well-directed publicity will venture the assertion that an overdone

application of adjectives ever brought him any lasting good. He has discovered that the only line of talk which proved effective is that which is above all things truthful, which clings close to simplicity and interesting details in description, which paved the way towards pleased realization rather than to disappointment when the customer made his inspection of the goods.

Nothing can be more unwise than the habitual adaptation, by comparatively small dealers, of figures and phrases which could only be applicable to the business of a wholesale house or manufacturer.

There is, fortunately, in Canada today a very decided movement away from any attempt at brassy noise. Common sense has shown that there is little ultimate advantage, from a merchandising point of view, in heralding things as they are not. Such a course may attract attention for a time, but it will not hold the trade, for the simple reason that it does not create confidence.

Better for a man to agreeably surprise his customer by the actual display in the store than to have her discover that the merchant had used reckless, if not fraudulent, language in arousing her expectation.

LOCAL MERCHANTS' ASSOCIATIONS.

A correspondent asks for further suggestions regarding the workings of a local merchants' association, and the most practical reply which can be given is to outline some lines of activity which have been successfully taken up by similar organizations in other places.

A plan recently put into operation at Guelph is to have a discussion on business topics dealt with in the trade press. For instance, the methods of figuring cost of doing business was the subject under discussion at the last meeting of the Guelph association after routine business in connection with their accounts collection agency was dealt with.

In Guelph the local association meets on the last Tuesday of each month, the executive of ten, also meeting at dinner once each month, each in turn being the host. These dinners hold the interest of the executive officers, and with a live executive the success of any organization is assured.

Guelph has one of the best retail merchants' associations in Canada, and the methods which have helped to build it up can be used to advantage in other places.

No secret magic wand is needed to bring an organization into existence. The ordinary common sense of business men applied to suggestions received from other places is all that is required.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Copper— $\frac{1}{4}$ c to $\frac{1}{2}$ c cut.
 Varnishes—10c to 25c advance.
 Colors in Oil—1c to 3c.

Toronto.

Varnishes—5c to 10c advance.
 Petroleum—Cut of $\frac{1}{2}$ c.

MONTREAL.

May 6.—Trade is reported brisk, but the undertone of the markets, in sympathy with London and New York, is weak. Prices for ordinary jobbing lots are unchanged, with the exception of copper, which is cut $\frac{1}{4}$ c to $\frac{1}{2}$ c, but for large orders no difficulty has been experienced in getting figures shaded all the way round. The larger users still seem somewhat shy of the market, as if anticipating much lower figures, but the smaller users continue to buy steadily. They want the metal, and with practically no stocks cannot wait.

There is an opinion in some quarters that copper will fall to the 12c mark in New York, at which price some of the producers who are now turning out metal will be compelled to close down. Such a decline would shake the market badly, but it is believed by many to be the best means whereby copper can be put on a solid basis again. Tin, while showing a slump this week, has more life than copper. It is not safe to bank on the metal, however. Spelter continues to decline, but the metal is still under strong control, and is not out of hand, as in copper. It may be pulled up at any moment with a jerk. Lead continues weak and colorless. Iron in the States is commencing to undergo a strong course of treatment. Production is being restricted, some of the large producing interests blowing out one furnace apiece. Finished steel has improved lately and specifications are coming in more freely.

Pig Iron—The iron situation in Canada has been much stronger, relatively speaking, than in the States. There is no question of blowing out furnaces, as the domestic mills can take a large portion of the iron offering, while in addition, outside contracts have been placed well into the fall. The position is firm and we quote around \$22 for domestic furnaces. Imported pig is now steadily arriving, by boat, and the metal is being distributed promptly as it is wanted badly. We quote: Middlesboro, \$17 to \$17.50; Summerlee, \$20.25 to \$20.50; Cleveland, \$18, and Carron special, \$20. Prices show a weakening tendency in the States, but the restriction of production going on will, it is expected, soon improve matters. New business is quiet,

and up to now contracts for later delivery have been disappointing. Despite a slight recession in some finished steel lines, trade is brisker. The Old Country market seems weaker for prompt delivery, Cleveland warrants sagging. But prices are well held for futures in most grades.

Tin—Good trade is reported locally, with prices on the weak side. Quite a strong feature of the market is the buying from outside points, the metal seemingly being wanted immediately. The sagging in London during the week upset calculations as to a stronger market on manipulation in the east. The bears seem to have had a turn, instead of the other side. Probably tin has felt some sympathy with copper.

Copper—In sympathy with New York, prices have been cut $\frac{1}{4}$ c to $\frac{1}{2}$ c. Trade has been very good, despite the fact that the weakness of the primary markets tends to keep off buyers in the hopes of much lower figures. But wanting the metal, users cannot wait. Still the situation is no doubt keeping back business, Copper in the primary markets is undoubtedly in a very bad way. Domestic stocks have increased, the exports have fallen off, while copper shares have been hammered in Wall Street. Presuming that prices fall below the mark at which many of the copper companies can produce at a profit this weakness may result in putting the metal on its feet again, but in the meantime it spoils legitimate business. We now quote copper \$13.50 to \$13.75.

Spelter—Spelter is unchanged, and while the cut last week does not seem to have stimulated much extra business a good demand is reported. The English market seems to be now holding at £22, but St. Louis has not stopped in its retrograde movement. Copper is helping, and for the time being the market is demoralized.

Lead—Lead is unchanged, both for domestic and for imported. Business is fair, especially in a small jobbing way. The English market is getting close to the £12 mark, and is lower now than at any time since the commencement of the year.

TORONTO.

May 6.—The market remains much as it was a week ago. Prices are unchanged, though steadier than for the past month. Orders for imported irons are heavy, but no new importations have as yet reached Toronto. Local houses have good quantities on the vessels discharging at Montreal, but early bookings will take up most of these.

While there is an absence of the snap which characterized the market last fall it is generally felt that the pessimistic

opinion which has prevailed so much of late has overstayed its welcome, and from now on it is expected that better business and better prices will rule.

In the States demand is under available capacity. In fact, the enormous production of iron and steel across the border has caused many metal men to ask when the limit will be reached. Finished steel products are passing into consumption at a great rate, but there must be a lot of scrap piling up some place in that country.

Pig Iron—There is an improvement in demands for pig iron, and new orders for imported English and Scotch pig are piling up. The "Champlain" is discharging a cargo at Montreal this week—the first of the season—for Toronto and Ontario points, and this should be distributed next week. Delivery of earlier bookings is being asked for, which should bring about a briskness in this line, at any rate. Prices are firm and steady at last issue's quotations. Summerlee is from \$23 up; Glengarnock, \$23; Jarrow, \$21.25; No. 1 Middlesboro, \$21, and Canadian foundry No. 2, \$22, the latter very much wanted.

Copper—The market is very active, but prices are irregular. Lower prices are noted across the border. Production is still far ahead of consumption, and there is a moderate increase in the visible supply. The London market is a little better than New York. An eastern writer prophesies 11c copper in the future, but this is only a guess. Brass foundries and electrical industries are using up immense quantities of copper in their plants, many of which are running night and day. The local price is around \$13.85 to \$13.90.

Tin—This metal is firm and active. The primaries continue to show steadiness. The local quotation remains around the old figure, \$35 per hundred pounds for ordinary and small lots.

Lead—Demand for lead at present is moderate. The price is steady and unchanged—\$3.75 for Trail, and 10c more for English lead.

Spelter—More activity is being shown just now in spelter than for the past two months. The market, however, is uneventful, and there is no pressure. The \$5.90 quotation still holds.

Plates and Sheets—Business in both plates and sheets is of record proportions. Prices, while unchanged, are very firm. Demand is particularly heavy and the general tone of the market is strong.

Old Materials—Scrap is becoming more plentiful, and stocks are piling up in the dealers' hands. They are paying the following prices for old materials: Heavy copper and wire is 11 $\frac{3}{4}$ c; light copper bottoms, 10 $\frac{1}{2}$ c; heavy red brass, 10 $\frac{1}{2}$ c; heavy yellow brass, 8 $\frac{1}{2}$ c; light brass, 6 $\frac{1}{2}$ c; tea lead, 2 $\frac{1}{2}$ c; heavy lead, 2 $\frac{3}{4}$ c; scrap zinc, 3 $\frac{1}{2}$ c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$18; malleable, \$8; miscellaneous steel, \$6; old rubbers, 8 $\frac{1}{2}$ c.

HARDWARE TRADE GOSSIP

Quebec.

C. P. Godden, Toronto, has been on a visit to Montreal, calling on the hardware trade.

J. N. Warmington, Montreal, who is keenly interested in athletics has been made a director of the Montreal Amateur Athletic Association.

C. H. Macmillan, in charge of the Bethlehem Steel Works is rejoining the staff of the Dominion Iron and Steel Company as assistant general manager.

Peter McKenzie, chief factor of the Hudson's Bay Company, and well-known in Montreal hardware circles in the old days, died on Sunday in Montreal, at the age of 73.

William J. Johnson, one of the pioneers of the Asbestos industry, and president of the Johnson Asbestos Company and Thetford Mines, Que., died on Sunday at Lachine, Que., in his 77th year.

W. M. Aitken, president of the Royal Securities Company of Montreal, and reported to be behind the proposed buying up of the Montreal Rolling Mills, is on his way back to Montreal from the Old Country.

Thos. R. Ellin, patentee and manufacturer of improved and labor-saving tools, cutlery, etc., "Footprint" Tool Works, Sheffield, Eng., is visiting the trade in Montreal. Mr. Ellin intends to travel through the country.

S. Chapman, lately with the Richard Hemsley Mfg. Co., Montreal, is now traveling for Henry Rogers, Sons & Co., of Sheffield, and Wolverhampton, Eng., in the provinces. Mr. Chapman knows his territory thoroughly.

The box business of Wm. Rutherford & Sons Company, and the more recently formed Montreal Wire Bound Box Company, have been merged under the name of the Dominion Box and Package Company. The officers of the new company are President, Wm. Rutherford, vice-president, Shirley Ogilvie; second vice-president, George H. Anson; managing director and treasurer, S. F. Rutherford; secretary, C. H. Skelton.

Ontario.

Thos. Neving, tinsmith and roofer, Ottawa, died last week.

The hardware business of J. B. Furniss, Sunderland, is for sale.

Bennett Bros., Sunderland, have succeeded J. S. Stevens, hardware merchant, Newmarket.

A slight blaze in the stables of the Gendron Mfg. Co., Toronto, did about \$50 damage last Saturday morning.

J. Anderson has severed his connection with D. Mistole, hardware merchant, of Rodney, to accept a position in London.

W. J. Tucker, hardwareman, Manitowaning, Manitoulin Island, was in Toronto this week calling on the hardware and paint jobbers.

The hardware store of S. M. Burt, 342 Yonge Street, Toronto, had a narrow escape from being damaged by fire on Tuesday afternoon, when a lighted candle came into contact with some

benzine being used to clean out some linseed oil tanks. The fact that the oil room was plastered and a hose was handy prevented a serious blaze. The loss was less than \$100, covered by insurance.

At the annual meeting of the Provincial Steel Co., Cobourg, F. W. Coolbough, who has acted as manager since the industry commenced operations, a year ago, resigned. He is succeeded by Mr. Reeding, a former Government inspector of rails. Mr. Coolbough has disposed of his interests to Robert Heath, of England, who now holds the controlling interest in the industry.

Ross Barr and Ephrian White, two employees of Taylor Bros., Lanark, Ont., were victims of a peculiar accident one day last week when cleaning out a well on the premises into which a gasoline tank was leaking. Barr descended into the well but was soon forced to ascend by the fumes of gasoline. A moment after he emerged a blast of flame shot out of the well. Barr's hat was torn from his head by the explosion, while White, who had been looking into the well received the full force of the explosion, being thrown several yards, burned and dazed. For a time it was thought his eyesight was destroyed, but it is hoped now it can be saved. The explosion is a mystery. There was no fire near and the only explanation is that pieces of lime from a pail that stood near had accidentally dropped into the water and ignited the gasoline.

Western Canada.

Smith & McKenzie, hardware merchants, Vancouver, have dissolved.

L. Tompin & Son, hardware merchants, Ste. Agathe, Man., are succeeded by Jos. Joya.

W. C. Martin & Co., hardware merchants, Rossland, B.C., are closing their business.

Henry & Humphrey, hardware merchants, Vancouver, have completed the enlargement of their store.

Maritime.

Wilson & Henry have bought the hardware business of A. D. McArthur, Sydney, N.S.

RETAIL HARDWARE MEETING.

Two committees of the Ontario Retail Hardware and Stove Dealers' Assn. met in Toronto on May 3 and held joint meetings. President Cinnamon, Vice-President Chown, Treasurer Caslor and Secretary Wrigley, backed up by D. Brocklebank, Arthur; A. Ballantyne, Brantford, and H. Oecomore, Guelph, members of the Mutual Insurance Committee, waited upon the Eastern Canadian Passenger Agents' Association and presented the case of the association for special rates to Peterboro at the time of the sixth annual convention of the association to be held in that city next February. An interesting discussion took place and favorable consideration

of the association's request is looked for.

In the afternoon the subject of mutual insurance was discussed at length and a plan of campaign decided upon, the aim being to have the matter thoroughly canvassed during the summer so that the case of the retailers can be presented intelligently to the members of the Legislature, in order to secure the amendment to the Ontario Insurance Act. The committee hopes to secure at least 300 provisional applications for fire insurance policies at the limit amount of \$3,000 in order to have about \$1,000,000 of insurance in sight before organization.

CHARACTER IN NEWSPAPERS.

Dr. Woodrow Wilson, president of Princeton University, at the annual meeting of the American Newspaper Publishers' Association, said:—

"There has been an unmistakable falling off in the influence of printed opinion. The power of the editorial is certainly not what it once was.

"A very interesting thing has happened involving an entirely new assessment of what we read. We are beginning to judge what we read, as we judge what we hear, by the character of the person who utters it. It is becoming a matter of common knowledge who own certain journals, for example, and that the opinions of those journals are the opinions of the owners, that they may not be at all the individual opinions of the editor who penned them."

SALES DEPEND UPON PACKING.

According to the British and South African Export Gazette, the reason for Great Britain's declining share in the supply of cutlery is to be found not on the score of the better quality of foreign goods, for Sheffield ware gives place to none in the world, but chiefly to the fact that both American and German methods of packing are both superior to, and more attractive than, those in vogue in the mother country. Knives may be of exceptionally excellent quality, but if they are attached in dozens to cards, and thus exposed to climate and dampness they are apt to lose their attractive appearance, and foreign goods carefully wrapped in oiled paper, and packed in boxes, are sure to secure a readier demand. This more than anything else is at the root of the tendency to prefer continental to British goods in cutlery lines.

Recent building permits at Vancouver include: C. Farmer, five dwellings, \$7,500; Mr. White, \$6,250; H. K. Edwards, three houses, \$7,200; George Adams, \$12,000; T. V. Seudamore, \$11,500; Peter Tardiff, brick block, \$25,000; F. Baylis, store and apartments, \$8,000; T. V. Seudamore, store and apartments, \$11,500; the British Columbia Bedding and Upholstery Co., business block, \$25,000; S. S. Bond, apartments, \$23,000.

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter pertaining to the Tin Shop.

PATTERN FOR TEE PIPE.

In making a tee pipe at other than right angles let A B C D E F G H represent the elevation of two pipes of the same diameter meeting at the angle D E F. Draw the half profile I J K in line with the branch pipe. By drawing lines through the centre of main pipe and also through centre of branch until they meet. This will give the point L. Connect this to H and E which gives the required mitre lines. Space the half profile into equal parts drawing lines from each point to meet the mitre line. Lay out the stretch-out X X opposite the arm or branch and draw the measuring lines at right angles to it.

To obtain the divisions in the stretch-out set the dividers the same distance as in the profile 1 to 2 or 2 to 3, etc., as the profile is on half, the number of lines must be doubled. Number measuring lines same as profile, place the square

Guelph, a roof of flat galvanized sheets put down 28 years ago being removed.

Hardware and Metal would like information from any reader who can give particulars of similar roofs which have been in service for a longer term of years than the one referred to.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

Summer Cooking Specialties—Under the foregoing title the McClary Mfg. Co. is issuing a catalogue of their summer specialties. These include, gas, gasoline and oil stoves, ranges and ovens, as well as ice cream freezers, refrigerators and ice chests. The McClary Company are agents for "Florence Automatic" oil stoves, which use no

mer lines. A new discount sheet dated April, 1910, is enclosed, which cancels all previous sheets.

Sample of Roofing.—The Paterson Mfg. Co., Toronto, offer a sample of Amatite roofing to any dealer. This is a new type of roofing which came upon the market a few years ago and has found favor on account of its mineral surface, which needs no painting. This mineral surface is embedded in pitch, which grips the stone firmly and makes a kind of pitch-concrete surface. This surface is abundantly able to withstand all sorts of weather year after year without any painting.

CATALOGUES WANTED.

L. J. Fallis, formerly with the Kingston Hardware Co., Peterboro, and Wells & Emerson, Port Arthur, and more recently with Fallis & Tourtellot, Port Arthur, has withdrawn from the latter firm and on June 1 will open a new business under the firm name of the Fallis-Foote Co., at Port Arthur. B. Tourtellot will continue the old business.

Mr. Fallis asks jobbers and manufacturers to forward catalogues of their goods to the new firm.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Pleating Machines—J. R. Myers, Stratford, asks where he can procure hand pleating machines for dressmaking purposes.

Armstrong Bros., 16 Sheppard Street, Toronto, make these.—Editor.

FIG. 1. Perspective view of Tee pipe at other than right angles.

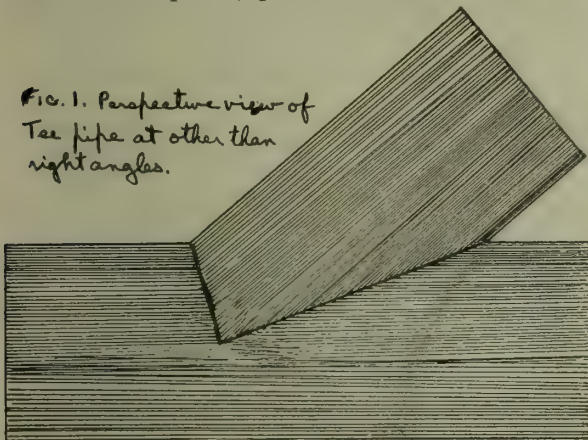
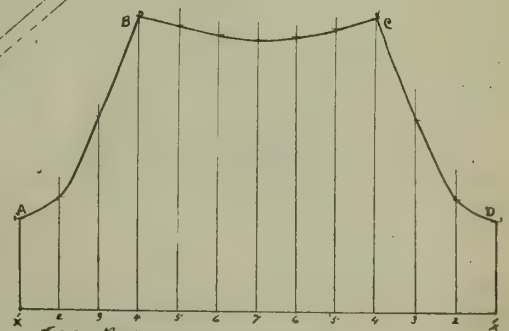
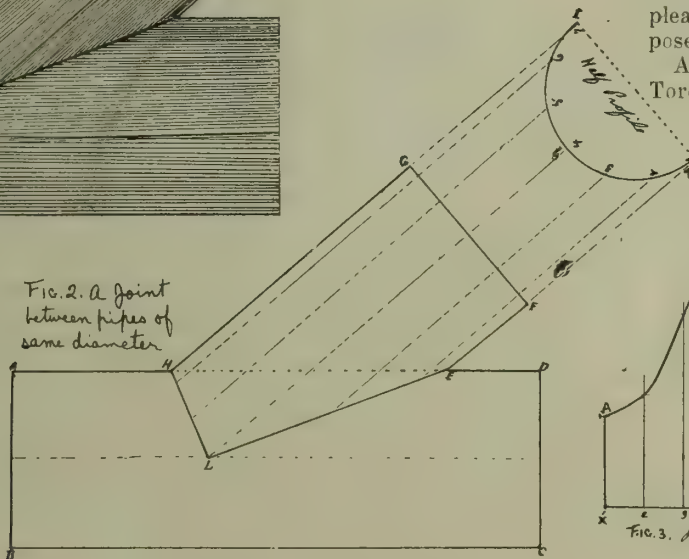


FIG. 2. A joint between pipes of same diameter.



at right angles with the arm, bring the blade to each point in mitre line E H L. cut corresponding lines in stretchout.

Through points thus obtained trace line A' B' C' D' which will be the pattern required for branch pipe.

W. J. R.

LIFE OF GALVANIZED ROOFS.

H. Oecomore, Guelph, has recently completed the job of relaying the roofing on the Ontario Agricultural College at

wicks. These stoves burn common kerosene oil, and ten cents' worth of oil is said to last fifteen hours, giving a hot blue flame. They will not explode. A lever controls the flame and a full cabinet protects the burners from drafts. All the parts are removable for cleaning. Some novel "Imperial" enamelled ware are also described. There is the twin and the triple saucepan, the early breakfast cooker, oil stove kettle, and water filters and coolers besides other specialties—all of them seasonable sum-

NEW COMPANIES.

Non-Fluid Oil Co., Toronto; capital, \$100,000; to manufacture and deal in oils, fats and lubricating materials made out of oils. Incorporators, L. K. Martin, J. Hobson and W. Graham, Toronto.

Alpha Flax Fibre & Twine Co., Montreal; capital, \$1,500,000; to buy, sell and deal in the fibre, seed, oil, rope, twine and bags. Incorporators, H. N. Chauvin, G. H. Baker and H. E. Smith, Montreal.

Trade News from the Atlantic to the Pacific

Grand Trunk Arranging for Terminals at St. John, N.B.—Factories at Welland Enlarging—T. S. Hobbs Buys London Bolt Works—Building Trade Active.

ST. JOHN.

May 3.—Plans are being prepared by the Dominion Public Works Department for the erection of a new post office in Fairville, St. John county. The building will cost about \$20,000.

The announcement made recently that the Grand Trunk Pacific Railway had purchased a site at Courtenay Bay, on the eastern side of the city, for their terminals, was confirmed last week when the deeds were signed and the money paid over.

F. Neil Brodie, architect, St. John, is preparing plans for a new brick and stone school building for Moncton.

Local stove dealers report business very good. An unusually large number of orders were booked during April for delivery on or about May 1. In general hardware circles there has been much activity and a brisk demand is reported for paints, housecleaning materials and small wares for repair work and general fixing up in connection with the the usual spring cleaning and moving.

HALIFAX.

May 2.—Two important strikes are now on in Halifax, and as both are in the building line, it is probable that they will have an important bearing on the hardware trade. The plumbers and the carpenters are on strike for higher pay and most of the men are now out.

The S. M. Brookfield Co., of Halifax, have been awarded the contract for the erection of the new Y.M.C.A. building in Halifax. The figures have not been given out, but it is understood that the price is in the vicinity of \$150,000. The contract is the largest that has been awarded in Halifax for some time.

The Dominion Iron & Steel Co., Sydney, have just placed a big contract with the Morgan Construction Co., of Worcester, Mass., for the construction of a new rod and bar mill. The new mill will be of the semi-continuous type, using 1¾-inch and 2½-inch billets, supplied by the present mill. The product will be coiled wire rods, from ¼-inch to 1¼-inch diameter, and merchant bars from ¼-in. to 1¼, round and square, as well its diameter and shapes of equivalent section. An automatic coating bed will also be installed. This mill will be a valuable addition to the present mills on account of its flexibility in producing a very great variety of finished material, adding greatly to already large range of sizes now being produced by the Dominion Iron & Steel Co.

KINGSTON.

May 3.—The Canadian Locomotive Works have received an order for 25 locomotives for the Grand Trunk Pa-

cific, and 10 for the Grand Trunk. They are all of the mogul pattern.

Negotiations are on with the city council, to sell a part of the city smelter site to the Canadian Lead Mining & Smelter Co., which desires the land for the establishment of their smelting business. The land was offered to the company for a stated sum, but the price will not be made public until S. Cushman submits it to the company. It was agreed to give the company a fixed assessment of \$50,000. That is the only concession the city is to give. In return for this, the company agrees to begin the erection of new buildings by June 15, and to have the plant in operation within a year. If the company fails to carry out the terms, the city has the right to take back the land.

WELLAND.

May 3.—The contract for a one-storey cement block building, 50x135 feet, with cement foundation, for the Supreme Heating Co., Welland, was secured by Contractor Patton. It is anticipated that more additions will be necessary in the near future.

The Plymouth Cordage Co. will erect an extension, 300 feet long, to their present warehouse.

LONDON.

May 3.—George Trudell, vice-president of the Empire Brass Mfg. Co., has sold his interest in that concern, and expects to go to Detroit to go into the business of manufacturing automobile supplies.

For the month of April 140 building permits were issued, as compared to 109 in April, 1909. The value represented is \$104,803.

The London Bolt & Hinge Works was sold by auction by J. W. Jones Monday afternoon, for \$55,000, to George C. Gibbons, acting for T. S. Hobbs, one of the present partners. The works now employ about 100 hands. The factory, which has been closed 60 days for stock-taking, will be opened immediately, and will be enlarged to double its present size.

WINNIPEG.

May 3.—It would not require a particularly observant person to notice the short stocks of builders' hardware and contractors' supplies in the retailers' hands. Some years ago the retail trade was greater in these lines than it is at present, but those were boom days and everything was not paid for in those exuberant times. Since then retailers have been more or less skeptical about handling contractors' goods, for credit is

absolutely necessary, and merchants have learned that cash trade is better than credit, though the volume of the turnover may be greater. It is assured, however, that the building trade is more secure at present than ever before and retailers would be glad to get more business if it was possible. The wholesalers and jobbers are blamed for cutting into the retail trade and robbing them of their rightful line of business. There are no retailers without contractors' stocks, but few have heavy stocks, and in this city where building estimates are as high proportionately as in any city in the Dominion it is obvious that hardware merchants are not receiving their due. It is surely unfortunate that the wholesalers and jobbers go beyond their legitimate sphere to the detriment of the retail trade, which trade would react more to the jobber than the present tendency of the business.

In addition to the above-mentioned condition, the price-cutting of the department stores has made it serious for local retailers. In this connection local hardwaremen are interested in the movement in Ontario to curtail the price-cutting in department stores of manufacturers' goods that are in demand. Last week a local department store was retailing a well-known saw for 52 cents below the regular price, and this is only an instance of the continual practice of this house. Local retailers are willing that manufacturers should control the re-sale price rather than sell to department stores at jobbers' prices. The interest created in this question has become widespread and the local retail hardware association will take the matter up at the earliest possible date, since they are convinced that conditions warrant immediate action.

A good effect of the limitations being placed on retailers has been the tendency to carry a wider range of goods. Merchants have been seeking eagerly for any salable line on which there is any profit, and in this way they have increased the general profits of the business. A merchant who has been many years in the city added baby carriages to his stock last week, and is satisfied that for years he has made the mistake of ignoring lines that rightfully belonged to his business.

C. A. Baskerville returned last week from a two months' trip to the coast, greatly benefited in health. On his return he visited several western points and was enthusiastic concerning general trade conditions everywhere along the line.

L. C. H.

VANCOUVER.

April 30.—Although McLachlan Bros., hardware merchants, were not successful in the contest in Class C of the window decorations, inaugurated in connection with the annual event of the Vancouver Horse Show, the judge, J. Kyle, stated that their display could not fail to attract attention.

Stephens

**PAINTS - STAINS - ENAMELS
VARNISHES and BRUSHES**

ARE IN DEMAND

WRITE FOR OUR AGENCY PROPOSITION.

WRITE AT OUR EXPENSE BEFORE THE OTHER FELLOW GETS IT.

G. F. STEPHENS & CO., Limited

Winnipeg, : Man.

**Unlimited Results
can be assured by
the sale of Quality
Heating Apparatus**

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

Pease Furnaces are constructed on the principle of "How Good."

Write for Catalogue.

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.



"Great West" Woven Fencing

is made of the best quality of No. 9 Hard Drawn Galvanized Wire with a "Tie of Lock" that holds the wires absolutely secure at each intersection.

Manufactured by **The Great West Wire Fence Co., Limited, Winnipeg**
ELLIS & GROGAN, Selling Agents, Calgary. RACE & HUNT, Selling Agents, Edmonton.

Queen City Water White Oil

**GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE**

Western Canada Hardware Market Situation

**Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.**

Winnipeg, May 6.—It is not often that such an industrial condition prevails in Canada as is evident at the present time. In the summer of 1905 a prominent Ontario manufacturer said that he had to shut down part of the factory because there was no demand for the goods. Today that same manufacturer cannot supply more than three-fourths of the demand with the factory running full steam. An over-demand is not so serious as an over-supply, and the prevailing condition is a healthy one so long as the famine point is not reached.

In western Canada the inability of the factories to turn out the goods is felt very much at present and the values on many lines are being forced up. It was expected that more wire would come in with the opening of navigation, and although the quantity was large, yet there is more needed. Local wholesale paint houses have advanced all ready-mixed paints 15c per gallon, making an advance of 30c within a year. Linseed oil is firm at \$1.05 for the raw. It is not expected that iron pipe will be reduced, due to lake and rail shipments.

The trade is not confined to seasonable lines alone. The orders for next season's stocks are excellent. Many new stores are opening in promising districts and this, in addition to the host of settlers that are scattering themselves over the broad plains, keeps up the volume of trade and the prospects for a record-breaking hardware business were never excelled.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Bolts—Carriage ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65 spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Blocks—Steel, 45; wood, 60 per cent. Cut Nails—\$3.10 per keg base; pressed spikes, \$3.50 base, usual extras.

Copper—Planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Canada Plates—Half polish, 6 and 7-

inch, \$3.15; 8-inch, \$3.40; full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Cleverages—7½ cents per lb.

Enamelware—Canada, 50; Imperial 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 p.c.

Fittings—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.80; 22, and 24, \$4; 26, \$4.20; 28, \$4.60; 30 gauge or 10¾-oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., \$1.65.

Gunpowder—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof, do., \$8; honker in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins, (50 lbs. bulk), per tin, \$26.50.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to 1, \$5; No. 2 and larger, \$4.75; feather-weight, \$6.15.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black pipe, ¼ in., \$2.45; ⅜ in., \$2.85; ½ in., \$3.50; ¾ in., \$4.25; 1 in., \$6.10; 1¼ in., \$8.30; 1½ in., \$10; 2 in., \$13.30; 2½ in., \$21.75; 3 in., \$28.60; 4 in., \$40.75; 5 in., \$50; 6 in., \$65. Galvanized: ¼ in., \$3.50; ⅜ in., \$3.85; ½ in., \$4.25; ¾ in., \$5.50; 1 in., \$7.90; 1¼ in., \$10; 1½ in., \$13.20; 2 in., \$17.60; 2½ in., \$29.

Logging Chains—5-16, \$5.60; ⅜, \$5.50; 7-16, \$4.80.

Lanterns—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; Red Rose, 25½c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c-25c; acme lamp, 30c; White Lily, 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100-pound drums, \$2.75; turpentine. bbl. lots, 90c per gal; linseed oil, raw, \$1.05; boiled, 3c per gal. advance on this price.

Pig Lead—\$5. Lead pipe, \$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope—Sisal, 9½; pure manila, 11; British manila, 9½; lath yarn, 9½c.

Steel Squares.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Solder.—21c per lb.

Screws.—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Stove Pipes.—6-inch, \$8.69; 7-inch, \$9.31.

Tin Plates.—I.C. charcoal 20 x 28 full box, \$9.25; ¼ box, \$4.87½; IX, full box, \$11.25; ¼ box, \$5.87½; IXX., full box, \$13.25; ¼ box, \$6.87½.

Terne Plates—I.C. plates, \$8.50.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., \$3.05; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Wire Nails.—\$2.80 Winnipeg and \$2.35 Fort William.

Wringers.—Royal Canadian, \$35; new easy, \$39.

VENTILATION MEANS BETTER HEALTH.

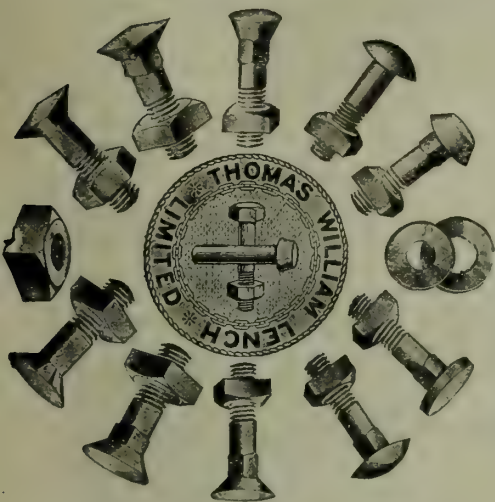
The lives of the great majority of business men would be prolonged by the proper ventilation of their homes and their offices. In winter many go from our unventilated steam or water heated homes to unventilated offices in overerowed, unventilated street cars, and in the evening frequently attend poorly ventilated theatres to retire at night to an insufficiently ventilated sleeping chamber, thus breathing air below the proper standard of purity for at least 23 hours out of the 24. How many of the pasty faces and nervous systems on the verge of collapse among business men are due to a lack of that first necessity of every breathing creature, pure air?

If it is desirable to furnish every pupil in the public schools with 1,800 cu. ft. of fresh air per hour, should not at least those who can afford it provide for maintaining an equal standard of purity of the air in their homes? Unlike many other improvements in the physical appliances or material mechanism of civilization the ventilation of residences by a complete and effective gravity system in connection with a correct and properly installed warm air furnace system of heating does not cost any more than does heating alone without ventilation by the unsanitary direct radiation system.

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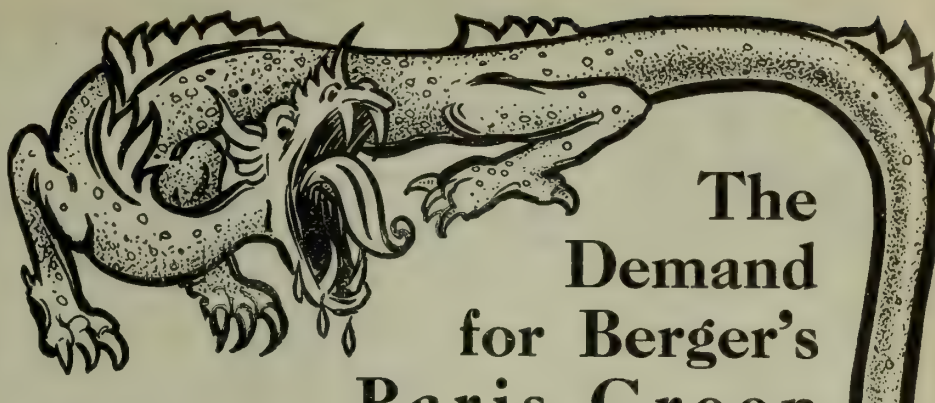
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BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

W. Craig will build a sawmill at Stoneham, Que.

The Watt Mfg. Co., a Ridgetown firm, will locate at London.

The Ironclad Mfg. Co. have secured a building site at Port Arthur.

The Calgary Brewing Co. will erect a warehouse at Camrose, Alta.

The Eli Sand Co., Winnipeg, will erect a factory to cost \$50,000.

The Parisian Corset Co., Quebec, will erect a new building to cost \$15,000.

The Plymouth Cordage Co. will build a large addition to their Welland plant.

The Dominion Government will spend \$6,800 on wharves on Lake Memphremagog, Que.

A by-law to bonus the flour mill of Wiebe & Son, Langham, Alta., for \$10,700 has been passed.

The T. Eaton Co. have taken out a permit for a \$100,000 extension to their factory and store at Winnipeg.

The Seaman-Kent Co., Meaford, are erecting a large factory in Fort William for the manufacture of hardwood flooring.

Fallon Bros., contractors, Cornwall, have been awarded the contract for the improvements at the foot of the Cornwall canal at \$70,000.

The Eastern Canada Steel & Iron Works will erect a plant for the manufacture of structural steel for buildings, bridges, etc., at Quebec.

The Dominion Tar & Chemical Co., Winnipeg, has purchased an additional thirty acres (total, seventy acres) for their proposed extensions.

The Atikokan Iron Co. will build 100 more ovens in connection with the blast furnace plant at Port Arthur, and will increase the capacity from 100 to 150 tons of pig iron per day.

Conway & Murray, representatives of a Detroit stove manufacturing company, will confer with the Sarnia Board of Trade and council as to the location of a Canadian branch at that place.

Municipal Undertakings.

T. Gallagher, Quebec's waterworks engineer, is calling for tenders until May 10, for 250 tons of cast iron pipe.

The Campbellton, N.B., council let the contract for bar lead, lead pipe, wrought iron pipe and fittings, and brass goods to the Jas. Robertson Co., St. John.

H. G. McVean, Moose Jaw, Sask., has been awarded the contract for laying 7,000 lineal feet of sewer pipe, including manholes, catch basins, etc.

Among the improvements arranged for the coming summer at Halifax, N.S., are water service extensions on Morris St. and sewer work in the west end.

Messrs. Lynch, McKay and Douglas, Prince Rupert, B.C., the citizens' committee, have been authorized to go on with the \$4,000 sewer extension on Sixth Avenue and the \$13,000 waterworks extension in sections 1, 6 and 7.

The Vancouver water committee awarded the contract for eighty tons of

special castings at three cents per pound to the Vancouver Engineering Works. The Terminal City Ironworks also were awarded the contract for 25 Ludlow hydrants at \$82 each.

At a special meeting of Rodney, Ont., council, a by-law was provisionally passed granting a franchise to the Rondeau Gas & Oil Co., to lay pipes through the village and supply gas for heating and illuminating purposes. Voting on the by-law will take place on May 16.

Public Buildings.

A new public school will be erected at Gretna, Man.

It is probable that Mechanicsville (Ottawa) will have a new public school this fall.

J. H. Trembly has submitted a tender of \$12,000 for a Ruthenian school at Winnipeg.

The by-law granting \$10,000 towards the erection of the hospital at Smith's Falls, was carried.

Tenders are wanted at once for erection and completion of St. Peter's church, Erindale, Ont.

Competitive preliminary plans for the proposed library at Fort William will be received until May 16.

The Roman Catholics of Midland will erect a new and much larger church this summer on the present site.

During the coming summer \$100,000 is to be spent in repairing and fire-proofing Toronto schools.

The authorities of the French Maternity Hospital, Montreal, expect shortly to erect a large new hospital building.

The contract for a new Methodist Sunday school building at Orillia, has been awarded to Wm. Switzer, at \$15,700.

Tenders will be called shortly for the new wing of Osgoode Hall, Toronto, for which the Provincial House voted \$50,000.

Smith Bros. & Wilson, contractors, Regina, were awarded the contract for the Saskatchewan university, at \$600,000.

A permit for the erection of a three-storey addition to the Kimberley Ave. school, Toronto, to cost \$35,000, has been issued.

The congregation of Christ church, (Anglican) Fernie, B.C., are contemplating erecting a handsome edifice in the near future.

Munro & Mead, the Hamilton and Brantford architects, have been awarded the contract for the new \$30,000 high school at Dunville, Ont.

The Saskatoon council are asking for plans of a new hospital, the cost of which will be covered by a by-law to be submitted to the ratepayers.

Tenders addressed to T. W. Bradshaw, secretary of the Revelstoke, B.C., Board of School Trustees, will be received un-

til May 9 for the erection and completion of an eight-room brick and concrete school building (exclusive of heating and ventilating).

General Building.

H. J. Scott will build a business block at Victoria, to cost \$30,000.

J. C. Considine will erect a ten-storey business block at Vancouver.

The John Deere Plow Co. are erecting a \$100,000 block at Saskatoon.

The Dominion Realty Co., Victoria, will erect a business block to cost \$7,000.

The Bank of British North America will erect a building at Prince Rupert, B.C.

Finch & Finch, men's furnishings firm, will erect a store at Victoria, to cost \$18,000.

A permit was issued to J. Moxam, Winnipeg, for an apartment block, to cost \$90,000.

A business block to cost \$20,000 will be erected at Saskatoon by Drs. H. A. and P. D. Stewart.

M. H. Braden was awarded the contract for a \$25,000 garage for the Northern Automobile Co., Fort William.

The Northern Produce Co. are advertising for tenders for the erection of a \$50,000 abattoir at Prince Albert, Sask.

Amos Shunk has obtained a permit for the erection of a three-storey apartment house at Toronto, to cost \$20,000.

The old opera house block in Galt, recently gutted by fire, is to be converted into a 14-suite apartment houses, cost \$25,000.

The Bank of Montreal have purchased 2,000 feet of land at Quebec, and will in the near future erect a modern office building.

The Quebec commissioners have awarded the contract for the erection of a storehouse, containing police station, to Jinchereau & Lamonde, contractors.

It is stated that the Bank of British North America and the Bank of Toronto have purchased property at Winnipeg, with the intention of building.

Instructions have been issued by the Department of Public Works for the preparation of plans for the new Government offices at Kaslo, B.C., it being the intention of the Government to invite tenders for this structure at an early date, which will cost \$20,000.

include: A. Bleau, three dwellings, \$6,000; A. Paquin, house, \$8,000; J. A. E. Plante, two houses, \$7,000; Boileau & DeMontier, six houses, \$24,000; L. Hamslen, two houses, \$6,000; Mrs. J. E. Cormier, two houses, \$14,000; C. Johnson, two houses, \$5,000; Lamarre Freres, Knox Street, three houses, \$8,500; Commercial Ecole d'Hochelaga, one educational building, \$48,000; Z. & J. St. Pierre, one house, \$16,000; A. J. Darling, one house, \$8,000; C. J. McCuaig, one house, \$30,000; Mrs. D. W. Ogilvie, one house, \$12,000; Ideal Savings & Loan Co., two houses, \$4,000; J. S. C. Martin, four houses, \$12,000; Institute des Petites Filles de St. Joseph, \$100,000.

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Condensed or "Want" Advertisements

ARTICLES FOR SALE

FOR SALE—One set tinsmith tools. Good as new. Just used one year. Peck, Stowe & Wilcox best make. Box 979, **HARDWARE AND METAL**, Toronto. (19)

ARTICLES WANTED

WANTED—Second-hand set of tinsmiths' tools, also tinsmith wanted with two or three years' experience. Apply, with references, state age and salary expected, to Box 281, Stayner, Ont. (19)

AGENCIES WANTED

THE HOMES' HELP, No. 20 Charlotte St., Port-of-Spain, Trinidad, B.W.I., are prepared to receive consignments, also agencies throughout Canada. Correspondence solicited. (32)

AGENTS WANTED

CANADIAN AGENT WANTED for first-class line of files manufactured in the United States. Would back up good energetic man with regular advertisement in trade newspapers. State territory covered and times already handled. Box 987, **HARDWARE AND METAL**, Toronto. (22)

U.S. MANUFACTURER of Nail Pullers and other specialties wants to secure Canadian agency in Montreal, Toronto and Winnipeg. State lines already carried. Box 988, **HARDWARE AND METAL**, Toronto. (22)

BUSINESS CHANCES

FOR SALE—Good retail hardware business in growing city of Western Ontario. For particulars apply Box 992, **HARDWARE AND METAL**, Toronto. (20)

FOR SALE—An up-to-date hardware business, including buildings, in the town of Andover, N.B. This is a splendid opportunity for any enterprising hardwareman, being in the centre of a rich district. Sale necessary on account of the late owner's death. Apply to H.N. Coates, care S. Hayward Co., St. John, N.B. (21)

FOR SALE—Up-to-date hardware, furniture and undertaking business for sale in new Western town, two years old. 1908 turnover \$14,000; 1909 turnover \$32,000. Ill health reason for selling. Box 10, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg. (101f)

FOR SALE—Stove, Tinware, Plumbing and Heating business. Stock and tools five thousand dollars. Established business. Box 977, **HARDWARE AND METAL**, Toronto. (19)

HARDWARE AND TINWARE BUSINESS. Stock and fixtures \$8,000. Village in farming section. Address Box 984, **HARDWARE AND METAL**, Toronto. (21)

HARDWARE and Stove business for sale. Stock and fixtures \$3,300. In first-class shape. Town 1,100 population. Situated in rich farming centre. Building for sale or to lease on easy terms. Address Box 991, **HARDWARE AND METAL**, Toronto. (20)

HARDWARE and Tin Business for Sale, situated in excellent commercial town. Established over twenty years, each showing large profits. Stock approximately \$14,000, maximum annual turnover \$5,000. Success a certainty. Liberal terms to desirable purchaser. Box 993, **Hardware and Metal**. (191f)

STOVE and Tinware Business for Sale in Fonthill; also property for sale, consisting of house, shop and barn, and about 1/2 acre of land. W. E. Pollard, Fonthill. (19)

MISCELLANEOUS

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COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (1f)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J," which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

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TWO Salesmen, having thorough knowledge of mill and factory supplies. State experience. Apply by letter only. Canadian Fairbanks Co. Limited, Toronto. (19)

WANTED—First-class furnace salesman for city trade. Good position to right man. Apply The Gurney Foundry Co., Ltd., 500 King St. West, Toronto. (19)

WANTED—Tinsmith and two hardware clerks, experienced in tinsmithing desired. Enclose references. A. S. Worthen, Zealandia, Sask. (21)

WANTED—An experienced, active hardware man, one that is capable of taking charge and handling clerks. Apply stating age, experience and what salary required with full references to the Brandon Hardware Co., Brandon, Man. (20)

WANTED a tinsmith for Western Town, steady job for good man. Apply Manitoba Hardware & Lumber Co., Minnola, Man. (181f)

WANTED immediately, general handy tinsmith for eavetroughing and jobbing work. Apply 842 Yonge St., Toronto. (19)

WANTED: Varnish traveler for large American varnish company who are establishing a branch factory in Ontario. Man with experience in varnish business preferred. Address Box 983, **HARDWARE & METAL**, Toronto. (20)

WANTED—Energetic, up-to-date thoroughly posted hardware man for Manager Retail Department, general hardware, stoves, sporting goods, etc. by concern doing large general hardware, jobbing and mill supply business. Good position for the right man. Give experience, references, age and salary expected. Address Box 989, **Hardware and Metal**, Toronto. (191f)

SITUATIONS WANTED

HARDWARE CLERK wants better position. Good references. Apply Box 986, **HARDWARE AND METAL**, Toronto. (19)

HARDWARE SALESMAN, with eight years' experience, desires change. The very highest references from some of the best merchants in Canada. Apply Box 990, **HARDWARE AND METAL**, Toronto. (19)

SMART, energetic traveler, with 6 years' experience calling on Ontario hardware, implement and lumber trades, desires position with reliable firm. Box 955, **HARDWARE AND METAL**, Toronto. (19)

Retail Paint Talks

No. 9

SELLING PARIS GREEN.

Paris green is a line that should be strongly pushed by the hardwareman. Packed as it now is by the manufacturer, there is not the danger attached to the handling of the stuff as in the days of the bulk form, while the profit is greater. It was no easy matter dealing with those 50 and 100-lb drums, the kegs of 250 lbs. and the bulk casks of say 800 lbs. The clerks were not eager to set to work in their spare time weighing out the 1, 2 and 5 lb. packages. A draught would disturb the stuff on the scales, and the granules would float around making it not only unpleasant for those in the store in the way of sneezing and coughing but decidedly dangerous.

But paris green, like liquid paint, has seen some changes. Now the manufacturer, instead of sending out bulk, fills by machinery 1-lb. paper cartons or tins, for the hardwareman and the word "poison" is printed on the label in bold clear type and often the antidote, in case any is taken, as well. Of course the very large users of paris green still take the stuff in bulk form, but the average buyer finds the cartons or tins most convenient.

It can be seen, therefore, that the merchant is very much helped by the new form of packing, and with the demand growing rapidly for this great insecticide, it is worth his while to push the article strongly. But in this case, as in prepared paint, the dealer must make himself thoroughly acquainted with the selling points, and all other information that may be desired by the buyer. He must be able to state the quantity of paris green required for a given area of ground, and how it should be used. This information is easily learned by writing to the manufacturer. Ignorance on such important points gives the purchaser a poor opinion of the store and renders likely mistakes in the using of the paris green. Then again the merchant must see that he has the best quality paris green. The Government standard is very high, but reputable manufacturers go beyond that, for quality is imperative.

The merchant must let his community know that he is carrying paris green. It will not sell itself. He must advertise it as he advertises his liquid paints. He should use the posters and other matter supplied by his manufacturer, and in addition get after the farmer personally. He should be so well informed on the good points of paris green as to talk convincingly to the farmer, and show him how he can secure immunity for his potatoes at a small cost and little trouble.

Last year an object lesson in the using of paris green was given at Ste. Anne's Agricultural College, Ste. Anne De Bellevue, Que. A certain section was planted with "Early Roses" and left to nature, while another section was planted with a similar variety but carefully

Every woman
who passes
your store
will come in
some day for

M L
Floorglaze

It earns you your profit and it satisfies the user for any indoor or outdoor purpose paint or varnish can serve. It lasts longer and looks better. If you don't know it, you can have a

SAMPLE TIN FOR NOTHING

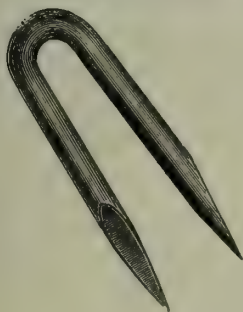
Just address our nearest place—

The Imperial Varnish & Color Co., Ltd.

Toronto, 6 Morse Street; Winnipeg, 106 Princess Street; Vancouver, 550 Beatty Street



**FENCE
STAPLES**



We make Fence Staples in sizes 1 to 2 inches in both Bright and Galvanized 9 gauge. We carry large stocks and can make prompt shipment. Specify "M.R.M." brand.

THE MONTREAL ROLLING MILLS CO.

MONTREAL

protected with the proper amount of insecticide. On the first of August the section left to nature was completely a failure, while the other more fortunate plot of land produced an abundant crop. The manufacturers can supply numerous

examples of such cases for the hardware-man to strengthen his selling points. The farmer will not always help himself, and the merchant must do the educating. At the same time he is getting a fair return for his labor.

PAINT AND OIL MARKETS

MONTREAL.

May 6.—Healthy business is being done in all lines, with probably white lead the quietest of any. It is evident from the character of the repeat orders that a good consumptive demand has set in. Manufacturers are extremely satisfied with the shipping that has been done, and the year promises to be a record one. The advancing prices have not checked the demand, and there is no doubt that when people want to paint they do not stop to consider a few extra cents.

No change is reported in the markets for individual lines. Slightly weaker quotations in the Old Country in linseed oil seem to have weakened the standing of oil here, and the pressure is not so intense as it was. Liquid paints, varnishes, colors have generally been advanced, or are booked for one in the near future.

Turpentine—No change has occurred in quotations. Stocks are on the light side, and the demand is well up to average strength. The market is firm, and we quote 83c for single barrels.

Linseed Oil—There seems to be a feeling that the top price has been reached for a time at least. This may prove a fallacy. Probably the slightly weaker quotations in the English market, and easier supplies may be responsible. Holders are less anxious as to stocks and are not so disinclined to make sales. The result is that a larger turnover is reported at same prices as last week. We quote \$1 for raw and \$1.03 for boiled, with a shading in some quarters on this.

White Lead—White lead is somewhat on the quiet side compared with other lines. It is no doubt feeling the after effects of the heavy booking received earlier in the year. Prices are unchanged, and it is anticipated that business will be stimulated again very shortly. We quote: \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Red Lead—Good bulk is moving at unchanged figures. The market is without feature, and we quote: Genuine red lead in casks, \$4.75 in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100 lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and small quantities, \$5.75.

Varnishes and Japans—Quotations have, or are billed to, advance some 10 to 15c a gal. in most standard lines of varnishes and japans. This has been expected for some time owing to the enhanced figures asked for high grade sherry colored varnish linseed oil. The demand generally is very good, and it is

not anticipated with general conditions as they are that there will be any falling off in the call.

Liquid Paint—Advances in liquid paints are met with on all sides, but there has been no check to the consumptive demand. There is no doubt that the high cost of linseed oil and of other raw materials called for such increases long before. One manufacturer has decided to make the price for 5-gal. cans the same as for 1-gal., the practice hitherto being to make the former 5c per gal. less than the latter.

Putty—The demand keeps very good, and heavy consignments are being shipped daily. We quote: 100-lb. drums, \$2.45; bladders, in barrels, \$2.70.

TORONTO.

May 6.—An advance is made this week in furniture polish, japans, and dryers of from 5 to 10 cents a gallon. These higher figures, with the new prices on prepared paints, have made the market very firm.

General paint trading is very brisk. The month just closed was the busiest April within the past six or seven years. Toronto painters went on strike on Wednesday. As yet the effect has not been felt, but there is expected to be a diminution in local demand for dry colors, white lead and "turps" as a result. This strike comes at a very bad season, as with the close of the wet season there is a big demand for competent painters for both outdoor and interior painting. Ready-mixed lines are splendid sellers.

Call is made for a great variety of paint lines just now. Barn and floor paints, paris green, wall coverings, etc., are moving well. Rosins remain at high figures for ordinary and common varieties.

Linseed Oil—There is no change at present in the local market, other than that the stocks are very light, and as the demand has been fairly good, prices have been well maintained. Prices are yet \$1 and \$1.03 for single-barrel lots of raw and boiled, respectively. There was an easier tendency some days ago on the English market, because of some fair quantities of oil being offered at auction and bought up below the ruling quotations of the day. The situation has recovered itself, however, and there does not appear to be a prospect for lower prices before a couple of months at least. The Chicago quotation for flaxseed has now reached the extraordinary price of \$2.42½ per bushel, which is an advance of more than \$1 per bushel in the past six months. At this price it seems

VARNISH

THIS VARNISH QUESTION, with its variety of name, quality, style and price is most perplexing to the dealer. Why not solve it satisfactorily to yourself and your customers alike, by booking a trial order for the handsomely lithographed Brandram-Henderson specialties?

DEPENDON

Registered

Light Hard Oil Finish, for furniture and hard or soft interior woodwork, is proving to be one of our best propositions.

EVERLASTIC

Registered

Quick Drying Floor Varnish, gained instant popularity, and will give absolute satisfaction to your trade as one of the very best things for floors.

GOLD MEDAL

Inside and Outside Varnish is sure to please the user on front doors, porches and bathroom woodwork.

With these three Varnishes for household purposes in stock you need no others. Cultivate simplicity.

Write to-day for full details regarding these reliable varnish specialties.

BRANDRAM-HENDERSON LIMITED

Montreal
St. John

Halifax
Toronto

Winnipeg

The Paint the Painter Prefers

In selecting a line of paints to build up a big business on, Mr. Dealer, you will make no mistake when you get the paints the practical painter prefers. He knows good paint—and his endorsement will send many a customer to your store. Customers that it pays to have, because they come back over and over, and every one ready to speak a good word for your goods when he gets a chance. No paint pleases the practical painter like

MARTIN-SENOUR PAINT 100 % PURE

He likes it because every job he uses it on stands as a silent advertisement of his own workmanship and honesty. There's only one objection he might find with it — **it lasts so long.** But the honorable man—the man who values his honor—recommends it for that very reason. **So can you.** If you're in business for next year, and the year after the same, you'll get the agency for this paint as quick as you can. Write today and we will make the time mighty short before you have it if you mean business.

*This Sign on the Door
Brings Buyers to Your
Store*



Montreal **THE MARTIN-SENOUR CO., Limited** Chicago

Pioneers Pure Paint

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax

MOORE'S "IMPERVO" VARNISHES

ARE PROVING AS SUCCESSFUL AS



Moore's Muresco
Moore's Trip-L-Body White
Moore's Oil Colors and Paints

PAINTERS should use these goods—and the wise ones do—
DEALERS should sell these goods—and the wise ones do—

BENJAMIN MOORE & CO., LIMITED

Manufacturers of Fine Colors, Paints, Varnishes and Muresco

Toronto

New York

Chicago

Cleveland

impossible to produce linseed oil by the crushers for less than the present price of single-barrel lots being sold by the jobbers.

Turpentine—A report from Savannah says: "There will, no doubt, be a material shortage in the receipts during the month of May on account of the severe frosts and cold weather through the turpentine belt lately." From Jacksonville the same report comes in regard to frosts, which, it is said, have been followed by several cold nights, which have seriously checked production. Receipts are expected to be small for several weeks. The Board of Trade report from Savannah for the past week states that the receipts are 25 per cent. below last year for the same week and that the stock on hand this year is only 4,215 barrels, as against 25,244 the same week in the year 1909. These conditions have much to do with keeping the price of turpentine at practically the same figures as have obtained during the late winter season. Locally, all houses are quoting 83c for single-barrel orders.

White Lead—Sales to outside points are very fair indeed. The grinders have not yet come together, so prices are unchanged. Jobbers state prices should be higher, but no person has offered to lead the procession. Pure lead ranges in price from \$5.65 to \$6.50 for ordinary quantities of various grades, and No. 1 runs from \$5.25 up to \$5.60.

Red Lead—Fair trading continues at unchanged prices. Quotations run from \$4.25 to \$5.25 per hundred pounds in casks.

Paris Green—This line is active in movements from jobbers to hardwaremen. Prices are firm.

Petroleum—Coal oil prices are slightly lower for spring and summer delivery, as compared with last year's figures. Prime white petroleum is 13c; water white, 15c; and Pratt's astral, 17c, 1/2c a gallon having been clipped from each grade. Motor gasoline is 1/2c higher this year, the quotation being 17c; and benzine is 1/2c lower, at 15c. Castor oil is 9c a pound in barrel lots.

PAINT TRAVELER DEAD.

Wm. Chapman Awty, city representative of the paint department of the Jas. Robertson Co., Toronto, died at his late residence, 546 Clinton Street, on Saturday last, April 30. His death was very sudden. He called on his trade as usual the first three days of last week, and neither his firm nor his customers were aware that his health was in a serious condition.

Mr. Awty was the only son of Arthur Awty, of Hamilton, and was born 29 years ago at Burlington, Ont. He was educated at the Hamilton Collegiate and studied drawing and art for some years. He was with the Sherwin-Williams Co. at Cleveland, in charge of their commercial art department, for several years, and five years ago he came to Toronto and

was connected with the advertising department of the E. W. Gillett Co., and for the last year and a half he was with the Jas. Robertson Co. Mr. Awty was married seven months ago to Miss Ethel Greenlees, Toronto.

PEOPLE WILL PAY PRICE.

Writing regarding the advanced prices of paint materials a Niagara Peninsula hardwareman writes:

"We do not expect the high price of linseed oil will affect the paint trade, whatever. Although linseed oil is high, yet it is distributed over a large area.

"The average person does not spend more than \$4 or \$5 a year on paint, and it would only mean an advance of say 50c or less to the average person in a year. So that sum would not interfere with a person buying.

"We made no mention in advertising about the advance. We advanced prepared paint 10c gal. and advertised the price, preferring to let customers know the "bad news" when it was necessary.

"We quote: \$6.75 for Elephant brand, and \$6.25 for pure; \$1.10 for raw oil; turpentine, 20c pint, and \$1.10 for gal., and \$1.90 for ready mixed paint.

"We bought heavily before the advance on May 1 and are looking for as much or more paint business as ever."

ENGLISH MADE GLUE.

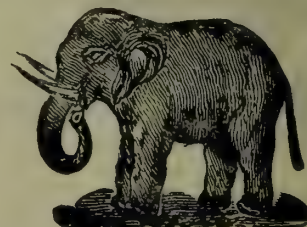
The enormous development in the building, furniture manufacturing, textile, box-making, and numerous other industries in Canada, has created a great demand for all kinds of glues, sizes, etc., and the Grove Chemical Co., Appley Bridge, Wigan, Eng., are devoting special attention to this market, and have an extensive and rapidly growing trade here.

This business dates back to 1856, when it was established by the late John Haworth. Export trade is done with every part of the world. Glues and kindred products are made, suitable for all trade purposes, and every kind of climate. Some specialties are a pure hide glue, strong and sweet for textile trades, carpets, woollens, etc.; pure bone glues, suitable for box-making and kindred trades; Scotch glue of great strength especially for the furniture and cabinet trades, and white glue for use where invisible joints are needed. Sizes of every possible kind are made and there is a special liquid glue, thick cake, leaf, shredded and powdered gelatines. Albumenoid, used by calico printers, linoleum and leather manufacturers, etc., is a remarkable product perfected by them. Other departments manufacture bone grease and marrowfat, dextrine, starch, vegetable wax, gum arabic, gypsum, lithopone, isinglass, logwood chips, borax, saflo flour, etc. Quality of a high grade is absolutely necessary in products of this nature, as the value of so many manufactures depend on the efficiency of the adhesives, dressings, glazings, etc., used in their production.

A PAINTER'S SOLILOQUY

"WHO STEALS MY PURSE STEALS TRASH,
BUT HE WHO TAKES MY KEG OF
GENUINE ELEPHANT WHITE LEAD,
ROBS ME OF ALL I POSSESS
AND MAKES ME POOR INDEED!"

50 YEARS!



For half a Century the Genuine Elephant White Lead has been for sale not only in Canada, but in every part of the globe.

Made from the highest class of Pig Lead. It is corroded by the old Dutch process and ground to impalpable fineness by powerful modern machinery.

The "Elephant" Genuine White Lead stands pre-eminent as the whitest, strongest and finest in texture and covering properties of all known painting pigments.

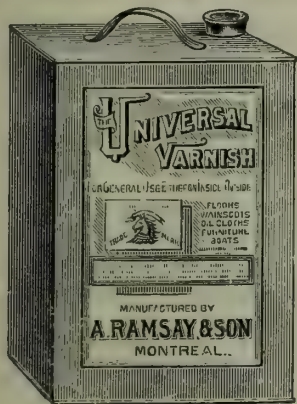
The feeble and futile efforts made to displace the "Elephant" only serve to establish the "Elephant" stronger than ever as the White Lead without a peer in the whole world!

THE
CANADA
PAINT
COMPANY
LTD

A Varnish Deal

There are all kinds of deals, but the fair deal is one that is fair to all. A Varnish deal must be fair to the buyer, the seller and the consumer,

Let us tell you about such a Varnish. It is labelled like this:



When you buy Ramsay's Universal Varnish, you have an interesting deal. You have a varnish that gives a rebate to the man who buys a quantity and you don't pay it—who does? We do. That makes it square for you, it is satisfactory to us and the consumer is interested.

Some people tell you, you must have a special varnish for every particular work. Don't you believe it. With a few good varnishes you can serve a lot of customers. Ramsay's Universal is one of them. It is guaranteed for doors, floors, boats, oilcloths, carriages and general work inside or out. We have an extremely interesting proposition to make on this "King of Varnishes." Do you want to know what it is? Write us.

A. Ramsay & Son Co.

ST.D. Montreal VARNISH MAKERS

NEW ERA PAINT

The Paint Profit Problem has been solved by the Hardwaremen who handle NEW ERA PAINT.

"New Era" Paint covers more surface, holds its color better and lasts

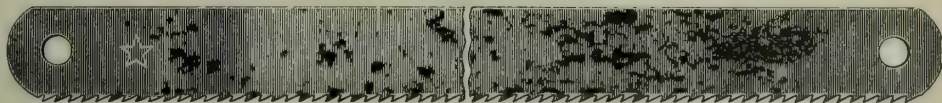
longer than any other prepared paint, and invariably proves an honest satisfaction-giver. Here's a line for every up-to-date merchant—a line that pays well to handle.

WRITE FOR PRICES.

**Standard
Paint & Varnish
Works Co., Ltd.**

WINDSOR,
ONT.

When The Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices? Our new list on this line is

\$3.50 3.75 4.00 4.50 5.00 5.50 6.00 per gross
6 7 8 9 10 11 12 inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

**MILLERS FALLS COMPANY, 28 WARREN STREET
NEW YORK, N.Y.**



Sanitation Problem Solved

BY THE USE OF OUR

Aerated Sanitary Dry Closet

They do not require Waterworks or Sewerage

This Aerated Closet takes its air from the outside through a 2-inch tin pipe which comes in beneath the floor and carries the air up the front of the inside of the closet, through a distributor, which spreads the sheet of fresh air the entire width of the pail, causing a strong current to pass over contents and up vent. The liquids are carried off by way of a funnel which empties into a drain pipe.

The solids are contained in a large pail, and the only attention this needs is to be emptied every four or six weeks. We guarantee it just as sanitary as any flush closet recommended by prominent Boards of Health.

Catalogue Sent on Application.

PATENT APPLIED FOR **KENDRICK & CO., SIMCOE, ONT.**

The secret of the success!

Our special treatment and ageing of the oil used in

ELASTICA FLOOR FINISH

have enabled us to produce a varnish which will not crack or turn white, as many other

When You Order Floor
Finish Be Sure You Get



Not Something that Sounds
Like Elastica, but



varnishes do, but remains elastic and waterproof for all time. We are producing a perfect floor finish in "Elastica," a line that every hardware man can handle with profit and satisfaction.

INTERNATIONAL VARNISH CO.

LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO

WINNIPEG

New York

Berlin

London

Chicago

Brussels

2381

"Elastica Stands the Rocks."

A pail, with water— a brush—and a pkg. of Alabastine

are all you need to transform an ordinary-looking wall into a beautiful and artistic wall which will appeal to the most refined taste. Any one can apply Alabastine. Alabastine colors are permanent—they do not rub off. They give that artistic soft, velvety effect which can be produced only by Alabastine. It hardens with age, becoming a part of the wall. Alabastine can be re-coated without removing the old coats.

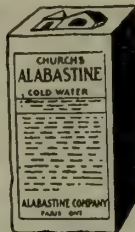
CHURCH'S COLD WATER Alabastine

Alabastined walls are now the most popular. There is nothing so charming, so sanitary, so cheap. In the modern home, Wall Paper, held on by flour paste, is now tabooed. The sales of Alabastine in Canada have doubled in the last two years.

FREE STENCILS

To still further popularize Alabastine and again double its sales, we have organized a Decorative Department, and are prepared to offer FREE COLOR SCHEMES and FREE STENCILS to all users of Alabastine. Write today for particulars—our advice is FREE. Let us help you to beautify your home at moderate cost.

The Alabastine Co., Ltd., Paris, Ont.
Willow St. 8



None Genuine
without little
Church on Label

We are spending thousands to in- crease dealers' sales of Alabastine

The leading publications of the Dominion contain our new series of Alabastine ads, one of which is shown here. This New Canadian Advertising Campaign is costing us a pile of money—\$10,000. This money we are spending in order to increase the dealers' sales of Alabastine. You will benefit from it especially if you use our handsome banners, show cards, etc., so as to let people know you are headquarters for Alabastine. Write us this very minute and ask us to send you, by return mail, full particulars of our trade-winning plans for increasing dealers' sales of Alabastine.

The Alabastine Company, Limited

- Paris, Ont.

Berry Brothers'

Famous Varnishes

LIQUID GRANITE

Most durable finish made

LUXEBERRY WOOD FINISH

Best hard oil finish on the market

SPAR VARNISH

STANDS THE WEATHER WELL

Send for Booklets and Prices

Berry Brothers, Limited
Walkerville, Ontario

THE
DOUGALL VARNISH CO.

LIMITED
SUCCESSORS TO
MC CASKILL DOUGALL & CO.



MANUFACTURERS OF
HIGH GRADE VARNISHES

ALSO
CANADIAN MAKERS OF THE
MURPHY VARNISH COMPANY'S
VARNISHES

MONTREAL

CANADA

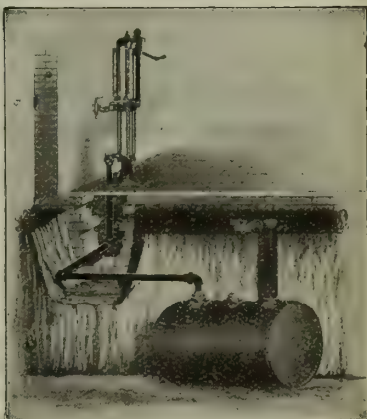
WILL IT PAY?

This is the first question that is asked by any merchant when considering the purchase of modern store fixtures. The fundamental question is one of

Economy

A device is economical if

It adds cleanliness,
It is a convenience,
It makes labor lighter,
It makes labor more efficient,
It reduces the labor item,



It saves time,
It adds safety,
It adds neatness,
It helps the appearance,

It Saves Money

Considered from these standpoints the

BOWSER Self-Measuring
Oil Storage System is the
Greatest Economy.

The question is not "Can I afford it?" because it will pay for itself with money that was before wasted. It's simply up to you to investigate. The merchant who tries to see how much he can really get by adopting modern methods is the one who pulls the largest trade.

Write for Bulletin 15

S. F. Bowser & Co., Limited
TORONTO, ONTARIO

Have you seen the New Silent Safety?

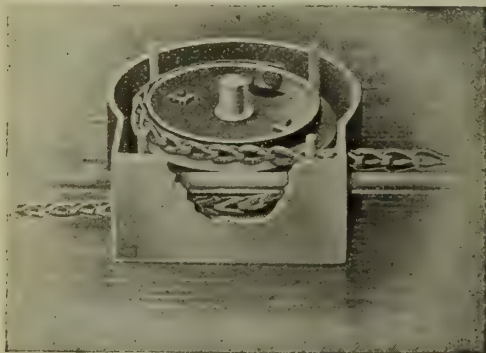
NOISELESS

A BRAND NEW WASHER on a
BRAND NEW PRINCIPLE

A machine without

FLY WHEELS GEARS COGS SPRINGS
RACKS or PITMANS.

Just a Novel
Patented Driving Mechanism on the Simple Principle of
Leverage, which
excels any Dolly
Type Machine.



High Speed,
Heavy Fly Wheel
or Rotary for
SILENT, EASY
RUNNING, and it
needs no Flying
Start.

TRY IT OUT.

W. L. Haldimand & Son, Montreal, Eastern Agents
Harry F. Moulden, Winnipeg, Western Agent



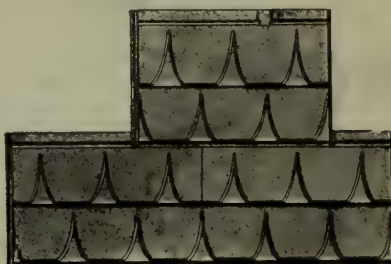
CUMMER-DOWSWELL, Limited, Makers, HAMILTON, ONT.

THE "CROWN" PATENT LOCK ALL ROUND SHINGLE

Shingles that Last. Never
Leak, Never Need Repairs

Made of Best Quality
Galvanized Iron.

We want an Agent in every city and town.
A profitable business and satisfied customers
is the experience of the man who handles
"CROWN" Shingles and Sidings.
Write for Catalogue, Sample and price NOW.



Patented April 12th, 1909

McFarlane & Douglas, Limited
OTTAWA, CANADA

Won't Rot Like Wood
Won't Crack Like Slate

Cut this out and mail

McFARLANE & DOUGLAS, Limited
Ottawa, Canada
Please send FREE your illustrated Roof-
ing catalogue and latest Price List.

NAME _____

ADDRESS _____

WESTERN Incorporated
1851
ASSURANCE
... **COMPANY.**

HEAD OFFICE—TORONTO, ONT.

Assets over \$3,570,000
Income for 1906, over 3,609,000

HON. GEO. A. COX, President
W. R. BROCK, Vice President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

FIRE
AND
MARINE

You Will Save Money
By Using

"Neptune Unrivalled"
Patent Steel Fencing Wire

and

"IGEL" BARB WIRE

Manufacturers: Felten & Guillaume, Lahmeyerwerke-Actien-Gesellschaft
Carlswerk, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

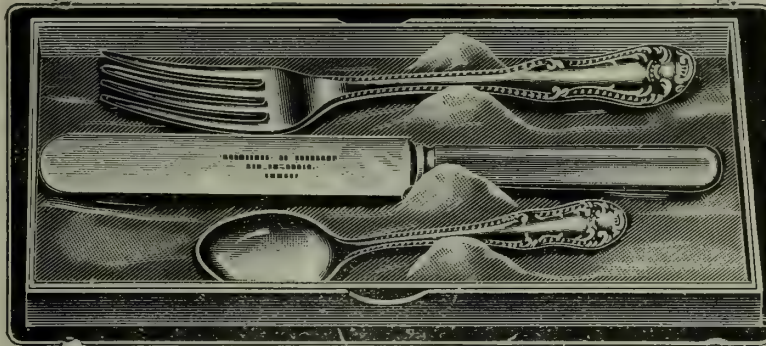
**A TIMELY
SUGGESTION**

The gift hunter will be very grateful to you if you will suggest the elegant child's set (illustrated here.)

The three pieces are all heavily plated with pure silver and the design is very artistic.

McGLASHAN, CLARKE CO., Limited

NIAGARA FALLS, :: :: CANADA



This is only one of our many hot favourites.

Send for complete Catalogue.

Agents: J. MACKAY
ROSE, 88 McGill St.
Montreal, Que.

N. F. GUNDY, 6
Albert St., Toronto.
Ont.

DAVID PHILIP,
291 Portage Avenue,
Winnipeg, Man.

STANDARD CHAIN COMPANY



**COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT
CHAIN of all kinds.**

Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



BABBITT METAL

The "KING" Babbitt is known all over the Dominion.

It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed, or Medium Pressure and High Speed.

It has strength and tenacity, and will not crack or beat out under pressure.

The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.

This is a Copperized Metal.

The James Robertson Company, Limited

Montreal Toronto St. John Winnipeg

THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

"Banner" 1910

The Cold-Blast
Lantern

Constant Supervision

Skilled Mechanics

Best of up-to-date
Machinery

Handled by all Jobbers



"Banner" 1910

New Improvements

Lift, Air Chamber
Guard, Tubes
Screw Cap and Handle

Ask for Descriptive Catalogue

ONTARIO LANTERN & LAMP COMPANY, LIMITED

HAMILTON

ONTARIO

LEADED ART GLASS

Lead work is only one of our many lines, but we make it a specialty. We are prepared to fill all your orders for any kind of GLASS and you will always find our prices right.



*Design No. 350. See
Catalogue.*

Our stocks of PLATE, SHEET and FIGURED GLASS are large and complete, and prompt shipment can always be relied on

HOBBS MANUFACTURING CO., LIMITED

LONDON WINNIPEG TORONTO
 MONTREAL

This Will Introduce you to two special lines in Cutlery



which should suit your trade,
carrying the trademarks



- Q The above lines are carried in stock in Montreal to enable prompt shipment.
- Q We can also supply for import any line of shelf goods, heavy hardware or metals.
- Q Lowest cable prices submitted for the latter upon enquiry.



HENRY ROGERS & SONS CO., Limited

WOLVERHAMPTON

SHEFFIELD

SOUTH WALES

Canadian Office: 6 St. Sacramento Street, Montreal



MAXWELL'S LATEST

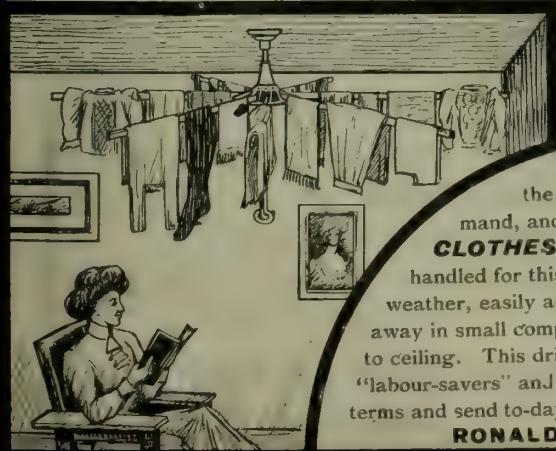
is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever, this lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly-block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

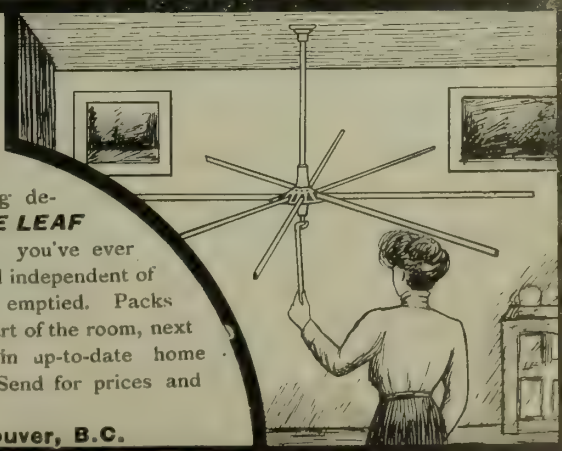
DAVID MAXWELL & SONS - ST. MARYS, ONT.



A Boon to the Housewife

Any device that will save the housewife's toil is in big demand, and you'll find the "**MAPLE LEAF CLOTHES DRIER**" the best seller you've ever handled for this reason. Clothes are dried independent of weather, easily adjusted, quickly filled and emptied. Packs away in small compass. Hangs in hottest part of the room, next to ceiling. This drier is the very last word in up-to-date home "labour-savers" and positively sells at sight. Send for prices and terms and send to-day.

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White Enamelled
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Boston Brilliant (Gold)
Gold Glass
Solid Brass
Stamped Brass
Stamped Aluminum

Also Enamelled Iron, Glass and Brass Signs.

Write for Illustrated Folder and Price List.

J. E. Richardson & Co., 18 Victoria St., Toronto, Can.
Phone Main 7363



Special
Display
Case

Write
for
Price

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CORN AND BEAN PLANTERS



King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

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LIMITED

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HALIFAX
OTTAWA

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IWAN'S WIRE CONDUCTOR PIPE HANGERS will make a neater and quicker job of your spout hanging than tin strips.



Holds the pipe firmly on all sides, 2 to 6 inches in diameter, and made of galvanized wire. Sample by mail.

For Tile Drain work Iwan's Adjustable and Stationary Drain Cleaners are the most practical and labor saving on the market.

ASK YOUR
JOBBER
FOR THEM



IWAN BROS., Mfrs. - - South Bend, Ind.

"VOL-PEEK" GRANITE CEMENT

Mends all the holes in ANY Pot or Pan.

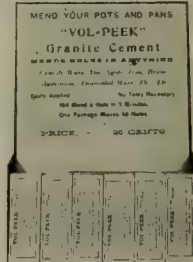
Made of harmless, non-poisonous materials. Invariably effective. Easily applied. Quick and profitable seller.

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Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

JOSEPH RODGERS & SONS, SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

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BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE



Sole Agents for Canada

James Hutton Company
Montreal

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Watch
the
Diamond

Diamond Brand Fittings!
Why not now?

They are unexcelled
for fit, thread and
finish.

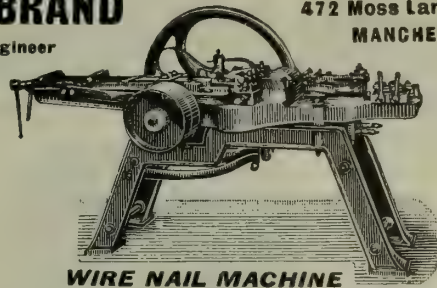
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Ed. BRAND

Engineer

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WIRE NAIL MACHINE

Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving, Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c. Correspondence solicited.

Jessop's Steel

To Secure Good Results
Buy it for

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Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.

Show him and he will Buy

Never let a farmer get away from your
store until you have shown him the

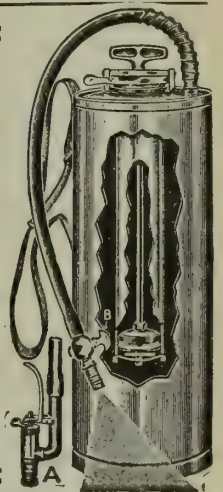
Cavers Automatic Sprayer

This sprayer will save its cost spraying
a potato crop alone. Invaluable for de-
stroying pests on hoe crops and fruit
trees; kalsomining out-buildings, etc.
Runs 6 to 10 minutes automatically. A
boy can operate it. Write for full particulars

CAVERS BROS.

Manufacturers

GALT, ONT.

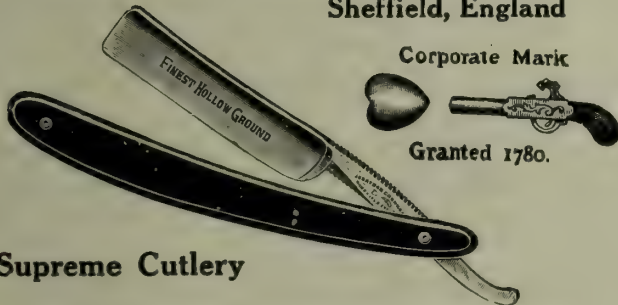


Jonathan Crookes & Son

Sheffield, England

Corporate Mark

Granted 1780.



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

Glues, Gelatines and Size

Quality counts in these lines, as in
others. Fifty years' experience en-
ables us to offer goods that for

QUALITY and VALUE

cannot be excelled.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

ALEXANDER HARDWARE

WE
solicit your orders
for
HARDWARE

and can guarantee prompt delivery. A trial order
will convince you that our prices are right.

Are you handling the **SUPERIOR SCREEN
DOOR CHECK?** It is neat, strong, durable,
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Sole agents for Ontario
Samples and prices
on request

WHOLESALE HARDWARE - HAMILTON

CUSTOM PLATING

Nickel—Silver—Copper
EXPERT WORK ONLY

WE PAY THE FREIGHT

AND YOU

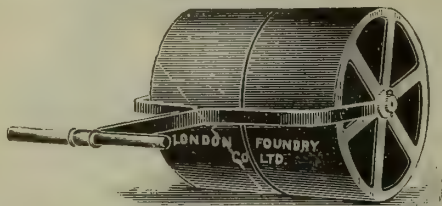
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HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

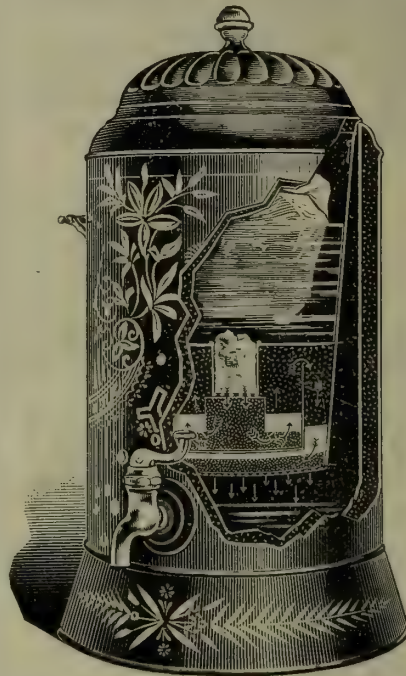
Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

UP-TO-DATE WATER FILTERS



These come in a variety of pleasing styles and are just what you should carry at this time of year.

The taps are nickel-plated and of durable make, and the efficiency of the filter in ridding all kinds of water from impurity is unchallenged.

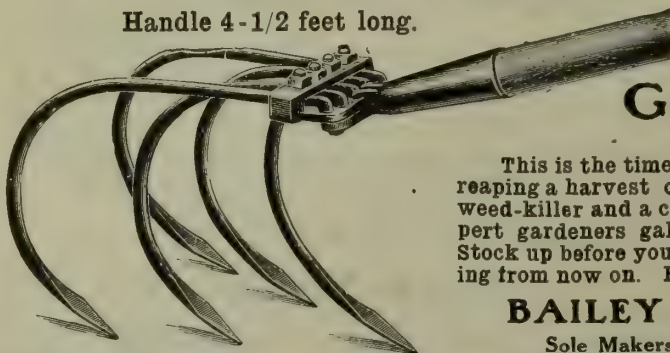
Get Our Catalog and prices.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto

A GREAT MONEY MAKER

Handle 4-1/2 feet long.



**THE
"BU CO"
Garden Cultivator.**

(Patented.)

This is the time to push "BU CO S." No reason why you should not be reaping a harvest of profits. The "BU CO" simply cannot be equalled as a weed-killer and a cultivator. This is not our opinion alone, but that of expert gardeners galore who have tried it and would not now be without it. Stock up before your competitor gets in ahead of you. Gardeners will be buying from now on. Be ready. The Jobbing Trade has them.

BAILEY - UNDERWOOD CO., LIMITED

Sole Makers.

New Glasgow, N.S.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Head Office:

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Montreal

Montreal - - Toronto
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Improved Patent
Flush Handle

CHESTERMAN'S

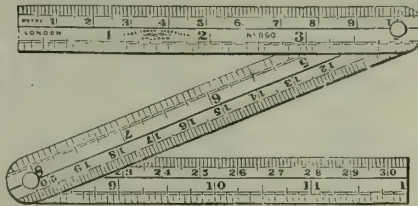
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Tools

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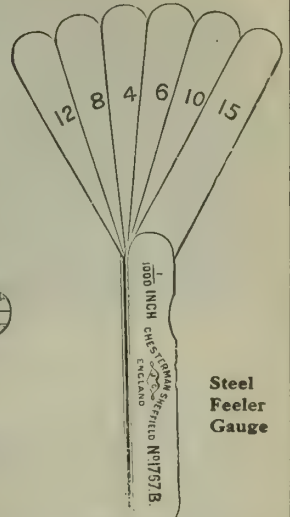
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and Steel

Trade Marks

CONSTANTIA
J.C. TREBLE



Steel Rules, Gauges, Etc.



Steel
Feeler
Gauge



For Prices, Catalogues, etc.,
apply to

F. H. SCOTT, 120 Coristine Bldg., Montreal

SOMETHING NEW IN THE RIFLE LINE! The "BAYARD" Semi-Automatic Rifle

Made for .22 cal. long and short Smokeless Rim Fire Cartridges



Made by Anciens Etablissements Pieper

In the Bayard Rifle, the pressure of the explosion is used to push back the breech block, to eject the empty shell and to cock the firing pin. After each shot the breech remains open, ready to receive a new cartridge, which is placed into the barrel by pressing the button of the breech block catch. An easily adjusted safety catch permits the rifle to be locked when loaded. The barrel is fitted with an open adjustable rear sight. Owing to its long range and its great accuracy the Bayard Rifle recommends itself for target practice and small game shooting. Ask your jobber to show you this wonderful little rifle.

For Sale by all Leading Wholesale Hardware Houses

Electric
Welded



Highest
Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

Coil
Chain

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Chain

Heel
Chain

Loading
Chain

German
Coil

Halter
Chain

Tie
Outs

Cow
Ties

McKINNON CHAIN COMPANY

BUFFALO, N.Y.

ST. CATHARINES, ONT.



PLYMOUTH CORDAGE CO.

PLYMOUTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lath yarns; they will save you money and increase your satisfaction.

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus

of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

Stocks at

TORONTO
MONTREAL
HALIFAX

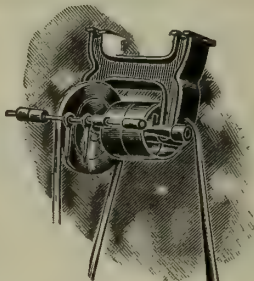
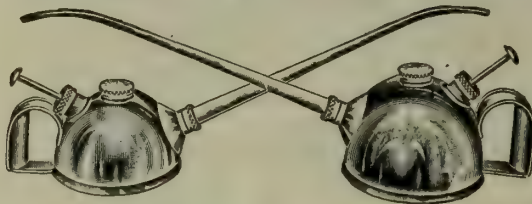
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO



Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

The AYLMEYER



Branch Pipe Double
Acting Force Pump
fitted for Windmill
or Hand use.

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

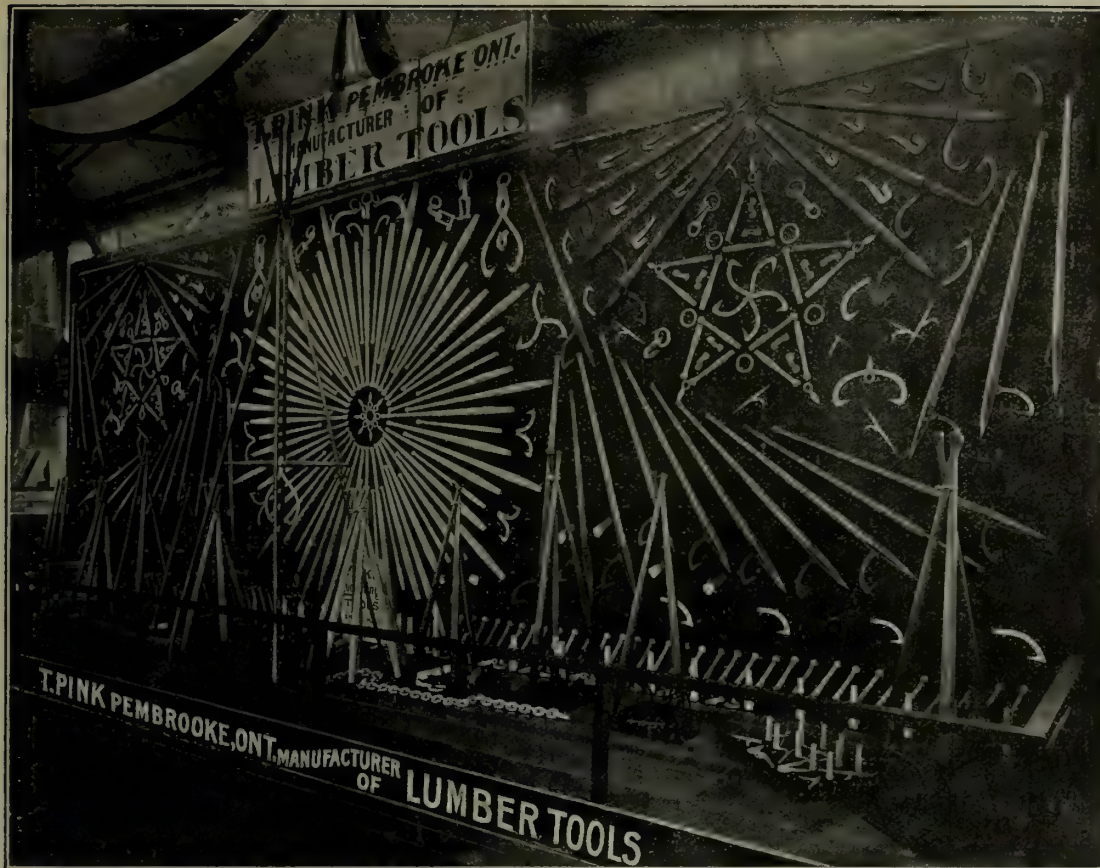
Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The "W & B" Regular Wrench



The Strongest Wrench of its class made to-day, the
Head and Bar is drop forged from Open Hearth Steel.
The Screw is deeply threaded and the entire wrench
neatly finished.

We make the Largest and Most Complete Line of
Wrenches in Canada.

Write for catalogue and prices.

The WHITMAN & BARNES MFG. CO.
ST. CATHARINES, - ONTARIO

Oakey's The original and only Genuine Preparation for Cleaning Cutlery. 6d. and 1s. 6d. per bottle

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

THOS. GARFITT & SON
SHEFFIELD ENGLAND
Manufacture
LAWN MOWER GRINDERS
Automatic Action
also
HAND POWER GRINDERS
REPRESENTATIVES
JNO. L. RICHARDSON & CO.
65 Front St. E. TORONTO

Turn Your Accounts into Cash

Our Collection System can get the money—that's its big recommendation. If we don't collect we make no charge. We make a specialty of getting collateral security. Write for circular, rates and methods. References from best dealers and Bank of Hamilton, Winnipeg.

Commercial Union Association
45 Aikins Bldg., McDermott and Albert Sts.
WINNIPEG, MAN.
Service Est. 1903 Satisfaction

JUST THE THING FOR THE SUMMER HOME



In every situation where connection with a drainage system is impossible, the

DAISY

Indoor Sanitary Earth Closet

fills a long-felt want. Being made entirely of metal, except the seat, no odours can permeate it, and it is easily set up. A line every hardware man should push.

PRICE \$10.00

LIBERAL DISCOUNT TO THE TRADE.

The Toronto Furnace and Crematory Co., Limited

72 King St. East, Toronto

Neat
Compact
All Metal
Sanitary
Vented

THE WHITE MOP WRINGER COMPANY

offers the Largest Line of Mop Wringers in the World. Latest improvements. Up-to-date. Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue.

MADE IN CANADA
WHITE MOP WRINGER CO.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



This Trade Mark Insures Genuineness Originality Perfection Satisfaction



Building Papers FOR ALL PURPOSES

We can give you the best possible value in

Tarred Felt
Roofing Papers
3-Ply Ready Roofing
Coal Tar and Roofing Pitch
P. & B. Cold Storage
Insulating Papers

WRITE US FOR QUOTATIONS ON THESE GOODS.

We want you on our list of customers, if you are not already there.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

Here's a Good Seller

that every hardwareman can handle profitably, our

Fruit Picking Ladder

It is in great demand in many parts of the Dominion.

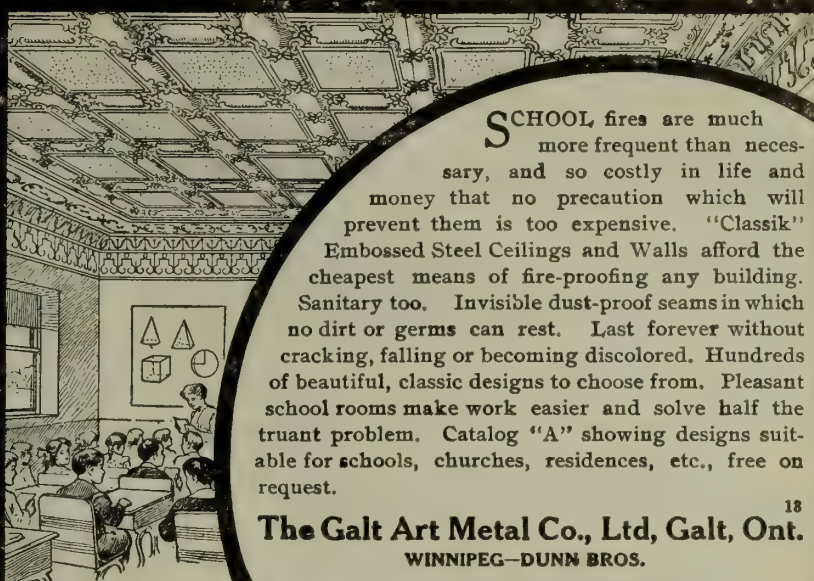
Made from strictly clear short-leaf yellow pine, with rock elm rounds.

All ladders put together in a powerful press over forms adapted to each style and shape, thus preventing subsequent alteration of shape.

Send for Catalogue B
and Prices

**The Stratford
Mfg. Co., Ltd.**
STRATFORD, - ONT.

We make all kinds of Ladders



SCHOOL fires are much more frequent than necessary, and so costly in life and money that no precaution which will prevent them is too expensive. "Classik" Embossed Steel Ceilings and Walls afford the cheapest means of fire-proofing any building. Sanitary too. Invisible dust-proof seams in which no dirt or germs can rest. Last forever without cracking, falling or becoming discolored. Hundreds of beautiful, classic designs to choose from. Pleasant school rooms make work easier and solve half the truant problem. Catalog "A" showing designs suitable for schools, churches, residences, etc., free on request.

The Galt Art Metal Co., Ltd, Galt, Ont.
WINNIPEG—DUNN BROS.

Galt "Classik" Ceilings

This Ad. Does Business

It is appearing regularly in all farm and home papers, including Collier's, Canadian Magazine, etc., and will help to put a lot of "Galt" Ceilings in city and country schools this season.

Are your schools to be repaired this season? If so, send us, promptly, the names of the trustees for a catalogue and personal letter about "Classik" Ceilings and "Galt" Shingles. A post card sent right now, you know, is better than a letter you "intend to write."

Reader, this concerns your bank account. Don't turn this page until you've made a note to get in touch with us.

The Galt Art Metal Co., Ltd., Galt, Ont.

WINNIPEG—Dunn Bros. FT. WILLIAM—Fife Hardware Co
FREDERICTON—R. Chestnut & Sons QUEBEC—J. L. Lachance

ELECTRIC HEATER and SAD IRON COMBINED

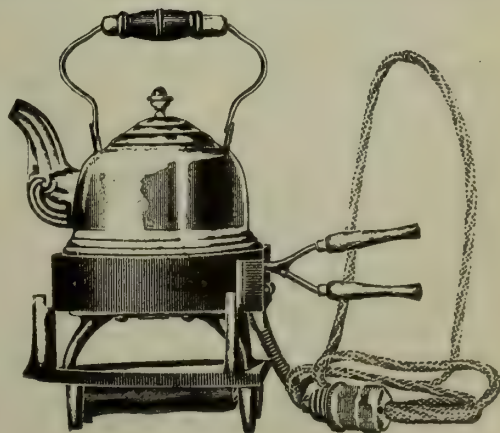
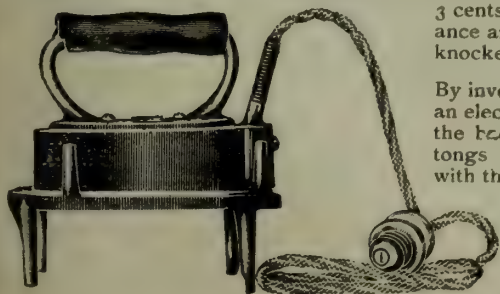
The B & M

Combination Electric Sad Iron is the simplest and most practical Electric Iron on the market. This iron is always hot; the handle always cool; power costs only 3 cents an hour; it is attractive in appearance and has no protruding parts to get knocked off.

By inverting the stand face up you have an electric heater, and there is a hole in the back of the iron for heating curling tongs. The B & M is the only Electric Iron with these extra features.

Write for Price List.

The Dominion Electric Co.,
417 Sparks St. Limited
Ottawa, - Ontario



IT IS THE WIDE AWAKE DEALER

who gets the LEAD in the building trade. CONTRACTORS know the man who sells the right ROOFING, and every dealer can increase his business by getting after the local builders first and then stir up your customers who call for paint or any other building improving articles. Perhaps you never thought of the money you are MISSING by neglecting the local ROOFING BUSINESS. YOU cannot fall down with our strong SELLING SYSTEM behind you. We also make a fine variety of Wrapping Papers.

We carry a large stock of our leading brands, and our prices are reasonable always.

Compare them with others and with our quality, and we win easily.

ALEX. McARTHUR & CO., Limited

82 McGill Street

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb. ... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 45c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 5c. per lb.

James Robertson Co. — Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbitt metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb. Lion Metal Co., Montreal.—Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifiction, 30c.; Special, 25c.; "A", 20c.; "B", 15c.; "C", 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ½ to 1 inch, per 100 lb.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch.	2 30	2 40
Tubes per 100 feet, 1½ inch.	9 50	9 00
" " 2 " "	8 25	8 50
" " 2½ " "	10 50	10 00
" " 3 " "	12 00	12 10
" " 3½ " "	15 00	15 30
" " 4 " "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge 0 22
Rods, base ½ to 1 inch, round 0 21
Tubing, seamless base, per lb. 0 25
Tubing, iron pipe size, 1 inch base.. 0 23
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy tri-c standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins Valves—Quotations on application to Jenkins Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot.....	13 75 14 25
Cut lengths, round bars, ½ to 2 in.	21 00
Plain sheets, 14 oz., 14x48", 14x60"	23 00
Plain, 16 oz., 14x48 and 14x60	22 00
Tinned copper sheet, base.....	24 00
Planished base.....	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

	Montreal.	Toronto.
Canadian foundry, No. 2	22 00	
Middleboro, No. 3 pig iron	17 75	21 00
Summerlee, No. 2	20 25	23 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	21 75
Clarence, No. 3	18 00	21 50
Jarrow	17 75	21 75
Glenbrook	23 50	
Radnor, charcoal iron	32 00	
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)	25 00	
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh	27 50	
Angles..... base	2 50	2 60
Common bar, per 100 lb.	1 90	2 00
Forged iron	2 05	2 10
Refined "	2 15	2 25
Horseshoe iron "	2 15	2 25
Mild steel	1 91	2 10
Sleigh shoe steel	1 90	2 10
(domestic)	1 95	2 10
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Camell Laird	0 11	
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAFTING

	Montreal.	Toronto.
9-16 to 11-16 inch.....	0 06	
1 to 17-16 " "	0 05½	
17-16 to 3 " "	0 05	

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 60
12 "	2 30	2 65
14 "	2 20	2 45
17 "	2 20	2 55
18 "	2 20	2 55
20 "	2 20	2 55
22 "	2 25	2 65
24 "	2 25	2 65
26 "	2 35	2 71
28 "	2 40	2 90

CANADA PLATES

	Montreal	Toronto
Ordinary, 52 sheets	2 40	2 60
All bright, 52 sheets	3 50	3 60
Galvanized—Apollo D. Crown Ordinary		
18x24x52	4 45	4 45
60	4 70	4 70
20x28x80	8 90	8 90
90	9 40	9 40

GALVANIZED SHEETS (CORRUGATED)

	Per square.
22 gauge	5 50
24 "	4 50
26 "	3 50
28 "	3 30

GALVANIZED SHEETS

	B.W.	Queen's	Fleur.	Gordon	Gorbals
gauge	Head	de-Lis	Crown	Best	
16-20	3 60	3 35	3 60	3 60	
20-24	3 65	3 40	3 65	3 65	
26-30	4 05	3 30	4 05	4 05	
32-36	4 25	4 00	4 25	4 25	

Colborne Crown 3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

	Montreal	Toronto
Apollo brand—		
24 gauge, American	3 60	3 35
26 "	3 85	3 40
28 "	4 10	3 85
10½ oz., equal to 28 English	4 35	4 15

IRON PIPE

Size (per 100 ft.)	Black	Galvanized
1 inch	2 03	2 86
"	2 25	3 08
"	2 63	3 48
"	3 28	4 43
1½ "	4 70	6 35
2 "	6 41	8 66
2½ "	7 70	10 40
3 "	10 26	13 86
3½ "	16 39	22 14
4 "	21 52	29 47
"	27 08	36 58
"	30 78	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped union, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c. Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95. Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 and 10 p.c.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

	Montreal	Toronto
Dealers buying prices:		
Heavy copper and wire, lb.	0 11	0 13
Light copper bottoms	0 10	0 10
Heavy red brass	0 10	0 10
" yellow brass	0 08	0 08
Light brass	0 06	0 06
Tea lead	0 02	0 02
Heavy lead	0 02	0 02
Scrap zinc	0 03	0 03
No. 1 wrought iron	12 00	11 00
Machinery cast scrap, No. 1	16 00	15 50
Stove plate	12 50	13 00
Sheets, 25 lb. sq. ft., by roll	9 00	8 00
Malleable	7 00	6 00
Miscellaneous steel	0 09	0 08

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 80	3 75
Imported pig, per 100 lb.	3 75	3 85
Bar pig, per 100 lb.	4 35	4 25
Sheets, 25 lb. sq. ft., by roll	5 01	5 00
Cut sheets 3 to 6 ft. ft.	4 75	4 75
Cut sheets 2½ to 3 ft. ft.		
Cut sheets to size, 2½ to 3 ft. ft.		

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4½ c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed	0 20
" "	0 18½

SHEET ZINC.

	6 75	6 75
5-cwt. oaks		
Part oaks	7 00	7 00

SPELTER.

	5 75	6 00
Foreign, per 100 lb		

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$35 00 35 00

	Per box
Charcoal Plates—Bright	
M.L.S., Famous (equal Bradley)	
I.C. 14 x 20 base	\$5 50
I.X. 14 x 20	6 50
I.X.X. 14 x 20 base	7 80

	5 00	6 00	7 00	8 00
Raven and Vulture Grades—				
I.C. 14 x 20 base				
I.X. "				
I.X.X. "				
I.X.X.X. "				

	Per box
"Dominion Crown Best"—Double Coated, Tinsaid.	
I.C. 14 x 20 base	5 50
I.X. 14 x 20	6 50
I.X.X. 14 x 20	7 50

	4 25	5 00	5 75
"Allaway's Best"—Standard Quality.			
I.C. 14 x 20 base			
I.X. 14 x 20			
I.X.X. 14 x 20			

Bright Cokes.

	4 00	8 00
Bessemer Steel—		
I.C. 14 x 20 base		
20x28, double box		

	7 50	9 00
Dean or J. G. Grade—		
I.C. 20x28, 12 sheets		
I.X., Terno Tin		

	6 75
Charcoal Tin Boiler Plates.	
Cookley Grade—	
X.X. 14x56, 50 sheet box.	
" 14x60, "	
" 14x65, "	

	7 25	7 50	8 00
Tinned Sheets.			
72x30 up to 24 gauge, case lots			
" " 26 "			

WIRE

ANNEALED OUT HAY BAILING WIRE.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 14, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 8' to 11', discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5.00; No. 19, \$5.20; No. 20, \$5.40; No. 21, \$5.60; No. 22, \$5.80; No. 23, \$6.00; No. 24, \$6.20; No. 25, \$6.40; No. 26, \$6.60; No. 27, \$6.80; No. 28, \$7.00; No. 29, \$7.20; No. 30, \$7.40; No. 31, \$7.60; No. 32, \$7.80; No. 33, \$8.00; No. 34, \$8.20; No. 35, \$8.40; No. 36, \$8.60; No. 37, \$8.80; No. 38, \$9.00; No. 39, \$9.20; No. 40, \$9.40; No. 41, \$9.60; No. 42, \$9.80; No. 43, \$10.00; No. 44, \$10.20; No. 45, \$10.40; No. 46, \$10.60; No. 47, \$10.80; No. 48, \$11.00; No. 49, \$11.20; No. 50, \$11.40; No. 51, \$11.60; No. 52, \$11.80; No. 53, \$12.00; No. 54, \$12.20; No. 55, \$12.40; No. 56, \$12.60; No. 57, \$12.80; No. 58, \$13.00; No. 59, \$13.20; No. 60, \$13.40; No. 61, \$13.60; No. 62, \$13.80; No. 63, \$14.00; No. 64, \$14.20; No. 65, \$14.40; No. 66, \$14.60; No. 67, \$14.80; No. 68, \$15.00; No. 69, \$15.20; No. 70, \$15.40; No. 71, \$15.60; No. 72, \$15.80; No. 73, \$16.00; No. 74, \$16.20; No. 75, \$16.40; No. 76, \$16.60; No. 77, \$16.80; No. 78, \$17.00; No. 79, \$17.20

QUALITY IS WHAT PROMOTES SUSTAINED REPUTATION

For eighty-five years **Heinisch** Shears have been the world's leading line of shears. **Quality** built that reputation and **quality** sustains it. Sell

HEINISCH

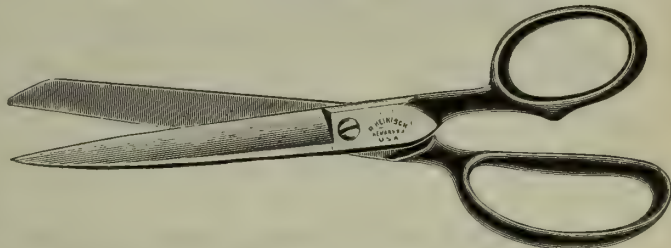
Shears and you will never have complaining customers.

Tailors' Shears, Tinners' Snips, Trimmers, Ladies' Scissors, etc.

Sold by all jobbers

R. Heinisch's Sons Co.,

NEWARK, N.J. U.S.A.



HAY WIRE IN COILS.

\$2.35 base f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal - 100 lbs. Nos. 4 and 5, \$2.75; 6, 7, 8, \$2.70; 9, \$2.25; 10, \$2.75; 11, 2.80; 12, \$2.40; 13, \$2.50; 14, \$3.10. In car lots straight or mixed.

POULTRY NETTING.

3-in. mesh, 19 w. g., 60 and 2 1/2 p.c. off. Other sizes, 60 and 5 p.c. off. Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 50c. for coppering and 52¢ for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1/2-lb. hanks 75c., in 1/4-lb. hanks \$1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb. 2 45
Galvanized, plain twist. 2 75
Car lots and less.
Dominion special field fencing, 3 1/2 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, 1/2, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 1/2, \$5; inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized. 2 85
Plain. 2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins. 0 80 0 90
In barrels, 5-gal. tins. 0 80 0 85

PAINTS

Paint and household, 75 per cent.,
BEESWAX
Per lb. 0 40

CHEMICALS.

In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 05
" flaked 0 05 1/2
Green copperas (green vitriol) 0 01
Sugar of lead 0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure. 0 09
Chrome yellow " 0 15
Golden ochre " 0 11
French " 0 09
Chrome green " 0 11
French permanent green " 0 15
Signwriters' black " 0 17
Marine black, 25 lb. tins. 0 05

GLUE.

French medal. 0 10
German common sheet. 0 10
German prima. 0 15
White pigskin. 0 15
Brantford medal. 0 10
" brown sheet. 0 10
" golden sheet. 0 13
" gelatine. 0 22
" white gelatine. 0 20
" white glue. 0 12
" 100flake. 0 10 0 11
Brantford all-round glue, 1/2-lb. packages, 15c.; 1-lb. packages, 25c. Discount.

PARIS GREEN.

Drums, 50 and 100 lbs. 0 19 0 19 1/2
Packets, 1-lb., 100 in case 0 21 0 21 1/2
" 1/2-lb. 0 23 0 23 1/2
Tins, 1-lb., 100 in case 0 22 0 22 1/2

PARIS WHITE.

In bbls. 0 90

FUMIGENTS.

Orange Mineral, casks 0 09
" 100-lb. kegs. 0 09 1/2

PREPARED PAINTS.

Per gallon in qt. tins
Sherwin-Williams paints. 1 70
Canada Paint Co.'s pure. 1 70
Globe house paint (Windsor). 1 25
" New Era house paint (Windsor). 1 25
Benj. Moore Co.'s "Ark" B'd. 1 25
Moore's pure linseed oil, H.C. 1 35
Brandram-Henderson's "English". 1 60
Ramsay's paints, Pure. 1 40
" Thistle. 1 10
Martin-Senour 100 p.c. pure. 1 70
Senour's Floor Paints. 1 45
Jamieson's "Crown and Anchor". 1 50
Jamieson's floor enamel. 1 75
Island City pure paints. 1 50
Sanderson Peary's, pure. 1 40
Robertson's pure paints. 1 40

PLASTER OF PARIS

Per barrel. 2 30

PINE TAR

Half-pint tins, per dozen. 0 60

PUTTY.

Standard.
Bulk in casks. 2 20
" 100-lb. drums 2 45
Bladders in bbls. 2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt. 4 75 4 75
Genuine, 100 lb. kegs. 5 25 5 25
No. 1, casks, per 100 lbs. 4 25 4 25
No. 1, kegs, per 100 lbs. 4 75 4 75

SHINGLE STAINS.

In 5-gallon buckets. 0 75

TURPENTINE AND OIL.

Montreal Toronto
Prime white petroleum per gal. 0 13 1/2 0 14
Water white " 0 15 1/2 0 16
Crack's astral " 0 17 1/2 0 18
Castor oil, per lb. 0 08 0 08 1/2
Motor Gasoline single bbls. 0 18 1/2
Benzine, per gal single bbls. 0 15 1/2
Turpentine, single barrels 0 83 0 84
Lined Oil, " raw. 1 00 1 00
" boiled 1 03 1 03

VARNISHES.

Per gal. cans.
Carriage, No. 1. 1 50
Pale durable body. 3 50
" hard rubbing. 3 00
Finest elastic gearing. 3 00
Elastic Oak. 1 50
Furniture, polishing. 3 00
Furniture, extra. 1 20
" No. 1. 0 95
" union. 0 90
Light oil finish. 1 35
Gold size japan. 2 00
Turps brown japan. 1 60
No. 1 brown japan. 1 10
Baking black japan. 1 35
No. 1 black japan. 0 85
Benzine black japan. 0 75
Orystal Damar. 2 50
No. 1. 2 25
Pure asphaltum. 1 40
Oilcloth. 1 50
Lightning dryer. 0 85
Elastolite varnish. 2 30
Granite floor varnish. 2 50
Maple Leaf coach enamels. 1 20
Sherwin-Williams' kopal varnish. 2 50
Canada Paint Co.'s sun varnish. 2 00
" Kyanize " Interior Finish. 2 40
" Flint-Lac " coach. 1 80
B.H. Co.'s "Gold Medal," in cases. 2 50
Jamieson's Copalene. 2 50
Flatline floor finish. 3 00
Elastica exterior finish. 4 25

Island City Dreadnought Finish 2 50
C.O. Co.'s Permarite, interior. 2 00
" Herculo, exterior. 2 50
" Reflex, floor. 2 25
" Japanite Dryer. 1 25
Stovepipe varnish, 1/2 pints, per gross. 8 00
Pure white shellac varnish, in barrels. 1 70
Pure orange " " 1 25
No. 1 orange " " 1 25

WINDOW GLASS

Size United Star Double Diamond
Inches
Under 26. \$4 25 \$ 6 25
26 to 40. 4 65 6 75
41 to 50. 5 10 7 50
51 to 60. 5 35 8 50
61 to 70. 5 75 9 75
71 to 80. 6 25 11 00
81 to 85. 7 00 12 50
86 to 90. 15 00
91 to 95. 17 50
96 to 100. 20 50
Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL.

Per 100 lb
Montreal Toronto
Munro's Select Flake White. 6 25 6 40
Elephant Genuine. 6 25 6 40
Tiger Pure. 5 75 5 90
Lily Pure. 5 55 6 50
Monarch (Windsor). 5 50 6 50
Essex Genuine (Windsor). 5 50 6 50
Brandram's B. B. Genuine. 7 00 7 15
" Anchor " pure. 5 50 6 55
Ramsay's Pure Lead. 5 50 6 55
Ramsay's Exterior. 5 25 6 60
" Crown and Anchor " pure. 5 75 6 90
Island City pure lead. 5 75 6 90
Sterling C.P. 5 75 6 90
Decorators' Pure. 5 25 6 55
Sanderson Peary's. 5 75 6 90
Robertson's C.P. lead. 5 50 6 55
Decorators' Pure. 5 75 6 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07 1/2

WHITE ZINC IN OIL.

Pure, in 25-lb. tins. 0 08 1/2
No. 1, " " 0 07
No. 2, " " 0 05 1/2

WHITING.

Plain, in bbls. 0 70
Gilders bolted in barrels. 1 00

HARDWARE

ADZES.

Carpenters', per doz. 12 50 14 00
Plain ship, " 18 00 22 00

AXES AND HATCHETS.

Single bit, per doz. 6 00 9 00
Double bit " 10 00 12 00
Bench Axes. 6 75 10 00
Broad Axes. 22 75 25 00
Hunters' Axes. 5 00 6 00
" Boys' Axes. 5 75 6 50
Lathing hatchets. 4 70 10 00
Shingle " 1 45 6 75
Claw " 1 70 5 80
Barrell " 5 50 6 85

ANVIL.

Taylor-Forbes, prospectors. 0 05 1/2
Buckworth, per lb. 0 10 1/2

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1 20, per 100 lbs.; bags less than 25 lbs., 1c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits. 30 and 10
Irwin's auger. 47 1/2
Gilmour's auger. 60
Rockford auger. 50 and 10
Gilmour's car. 47 1/2
Clark's expansive. 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

doz. pairs.
stearns wood track 4 50 6 00
Zenith. 9 00
Atlas, steel covered. 5 00 6 00
Perfect. 8 00 11 00
New Milo, flexible. 6 50
Double strap hangers, doz. sets. 6 40
Standard jointed hangers, " 6 40
Steel King hangers. 6 25
Storm King and safety hangers. 4 25
" rail. 4 25
Crown. 4 25
Crescent. 6 50
Sovereign. 7 25
Chicago Erection, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen. 2 25
Defiance, dozen. 2 75
Geffa dozen. 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c. up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 80, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 80, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; out laces, 85c.

BRASS JAMES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent
" " and smaller. 70
" " 7-16 and up. 70
" Norway Iron (\$3 list) 60
Machine Bolts, 1/2 and less. 60, 10 and 10
Machine Bolts, 7-16 and up. 60
Plough Bolts. 55, 5 and 10
Blank Bolts. 60
Bolt Ends. 60
Sleigh Shoe Bolts, 1/2 and less. 60 and 10
" 7-16 and larger 55 and 5
Coach Screws, new list. 75
Nuts, square, all sizes, 40c. per lb. off
Nuts, hexagon, all sizes, 40c. per lb. off.
Stove Rods per lb., 1/2 to 6c.
Stove Bolts, 80

Shears that Sell

re those with an unconditional guarantee behind them—CLAUSS SHEARS. They are made to cut the finest or the heaviest cloth, work easily and quickly, and cut from heel to point. By our Natural Gas Process every Clauss blade has a perfectly tempered edge.

The Clauss line of cutlery is the most complete in the world. Stock up with a good range of Clauss goods. There's good profit in handling this line.

Clauss Shear Company 169 Spadina Ave. TORONTO

This cut represents our
Ordinary
Straight
Trimmers



PIECED WARE.
Discount 40 per cent.
10 and 14-qt. flaring sap buckets, 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
China kettles, 45 per cent.
Boiler and tea kettle pits, 40 p.c.

PLANES.
Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.
Button's genuine, 37½ to 40 per cent.

PUMPS.
Berg's wing pump, 75 per cent.

SAWERS. per doz.
Baker's 7 50 11 00
" King Outter 15 00
Henckels 7 50 20 00
Clauss automatic safety 27 00
Clauss perfect stopper 16 00
Gillette Safety, each 3 75
Kasson and Krops, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE.
Disal rope 0 09
Pure Manila rope 0 10½
"British" Manila 0 08½
Cotton, 3-16 inch and larger 0 12
Russia Deep Sea 0 09
Jute 0 08
Laid, Yarn, single 0 08½
" double 0 08½
Glass bed cord 48 feet.....per doz. 0 65
" 60 feet..... " 0 80
" 72 feet..... " 0 95

Cotton clothes line, 27½ off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine 0 26
" 4-ply twine 0 30
Mattress twine per lb. 0 33
Staging 0 27 0 35

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12½ per cent.
Copper Burs only, 23½ p.c.
Extras on Coppered Rivets 4-lb. packages 1c. per lb.; 2-lb. packages 2c. per lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.
Canadian, 35 to 37½ per cent.

RULES.
Boxwood, No. 68, 2 foot, doz..... 1 15
Vory, No. 1282, 2 foot, each..... 3 50

SAD IRONS.
Mrs. Potts, No. 55, polished.....per set 0 75
" No. 50, nickel-plated..... 0 80
" handles, japanned, per gross 8 40
common, plain..... 4 25
" plated..... 5 50
Asbestos, per set..... 1 50

SAND AND EMERY PAPER.
Sand and emery paper, 35 per cent

SASH WEIGHTS.
Seasonal, 1 lb. each, per 100 lb..... 3 20
Solid, 3 to 30 lbs 1 41

SASH CORD.
No 8, per lb..... 34½

SAWS.
Atkins Hand and Crosscut, 25 per cent.
Dixon's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.
Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 80
Common doors or 3 panel, grained only, 4-in. style..... 8 10
Beaver window screens, 14x18, open 28½ inches..... 1 60
Perfection window screens, 14x15, open 22½ inches..... 1 80
Model window screens, 14x22, open 36½ inches..... 2 25

SCALES.
Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial Standard, 35; Welch Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Kohlsch, 50.
Warren new Standard, 35; Champion, 45
Welch Beams, 30.

SCYTHES.
Canadian, 40 per cent.

SCREWS Percent
Wood, F.H., bright and steel..... 85 and 10
" R.H., bright..... 80 and 10
" F.H., brass..... 75 and 10
" R.H., brass..... 70 and 10
" F.H., bronze..... 70 and 10
" R.H., bronze..... 65 and 10
Drive screws 60 and 10
Set, case hardened..... 50 and 65
Square cap..... 45
Hexagon cap..... 45
Bench, wood, per doz. \$5 00
" iron, per doz..... 4 25

SCREWS (MACHINE)
Flat head, iron and brass, 35 per cent.
Phillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.
Sargent'sper doz. 0 65 1 00
North Bros., No. 30 16 80

SCISSORS AND SHEARS
Clauss, nickel scissors and shears, 60; Japan 65; tailors, 46; pruning, 70.
Seymour's, 60 and 10 per cent.

SHELF BRACKETS
No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.
Starr skates, 37½ per cent.
Baker, hockey 30c. upwards; spring, Empire hockey sticks, \$3 00, \$3 50
Micom and Rex sticks \$4 00, \$4 00.
Pucks net, \$1 50.

SHOVELS AND SPADES
Canadian No. 1 and 2 grade, 60 and 2½ p.c.;
No. 3 and 4 grade, 5c and 2½ p.c.

SQUARES.
Dixon's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. \$2 85

SNAPS.
Harness, 25 per cent

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.
Bronzed iron with hooksper 1,000 7 50
Eureka tinned steel, hooks 8 00

STAPLES
Poultry netting, 100 lbs..... 5 70
Red, 100 lbs., No. 14 6 75
Blind, per lb..... 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 00
7 inch..... 7 50
Nestable, 45 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz. 1 22
7-inch..... 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock..... 18 75

STONES—OIL AND SCYTHES.

Washitaper lb. 0 25 0 37
Hindostan " 0 06 0 10
" slip " 0 18 0 30
" Axe " 0 10
Deer Creek " 0 10
Deerlock " 0 25
" Axe " 0 15
Lily white " 0 42
Arkansas " 1 60
Water-of-Ayr " 0 10
Scythes.....per gross 3 50 5 00
Grind, 40 to 200 lb., per ton.. 20 00 22 00
under 40 lb., " 24 00
200 lb. and over..... 28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; 2 weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch poi shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each.... 0 94
" steel, No. 264, 66 ft., each 3 10
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
" Metallic, No. 1821..... 1 95
" Steel, No. 1840, 50 feet 4 20

TROWELS.

Dixon's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE) Doz

Out O' Sight Mouse Traps..... 0 60
" Rat Traps..... 1 20
Easy Set Mouse..... 0 45
" Rat..... 0 95
Blizzard Mouse Traps..... 0 45
" Rat Traps..... 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers..... 0 80

VICES

Per pound..... 0 12 0 12½
Hinged pipe vise, 25 lbs..... 3 55
Saw vise..... 4 50 5 00
Blacksmith's, 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario..... 41 25
Koumd, re-acting per doz. 73 75
Square 77 50
Dowdell..... 49 75
New Century, Style A..... 93 75
Ideal Power..... 165 00
Daisy..... 67 50
Stephenson..... 74 00
Puritan Motor..... 165 00
Connor, improved..... 49 75
Ottawa..... 51 25
Connor Ball Bearing..... 108 75
Connor Gearless Motor Washer 172 50
20 per cent.

WRINGERS

Royal Canadian, 11 in., doz. 46 25
Improved Royal Canadian, 11 in..... 48 75
Eze, 10 in., per doz 47 25
Rivets, 11 inch..... 18 25
Trojan, 12 inch..... 101 50
Challenge, 3 year, 11 in..... 49 75
Ottawa, 3 year, 11 in..... 56 00
Favorite 5 year, 1 in..... 67 10
20 per cent.

WHEELBARROWS

Navy, steel wheel, dozen..... 21 20
Garden, steel wheel, dozen..... 32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in..... 0 70
" " 34 in..... 1 00
" " 36 in..... 1 25
" " neckyokes, 36 in..... 1 05
" " doubletrees, 40 in..... 0 95
" " lumbermen, 44 in..... 1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neckyokes, All other ash goods, 40 p.c.
All hickory, maple and oak goods, excepting carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 45 p.c.

WRENCHES

Agricultural, 67½ p.c.
Wrought Iron Washers,
Canadian, 50 per cent

Alabastine Company.....	60	Clare, Little & Co.....	22	Jardine, A. B., & Co.....	51	Owen Sound Wire Fence Co.....	33
Allen Hill Hardware Tool.....	10	Clausen Shear Co.....	17	Jenkins Bros.....	28	Parmenter Bullock Co., The.....	23
Alexander Hardware Co.....	67	Collins Mfg. Co.....	23	Jenkins & Hardy.....	28	Parson Mfg. Co.....	76
American Shearer Co.....	22	Commercial Union Assn.....	72	Jessop, Wm., & Son.....	67	Pearson, Geo. D. & Co.....	23
Anthony, M. B.....	22	Connor, J. H., & Son.....	27	Johnson's, Iver, Arms and Cycle Works	53	Pease Foundry Co.....	49
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Atkins, E. O., & Co.....	19	Corbin Cabinet Lock Co.....	17	Kemp Mfg. Co.....	34	Pilkington Bros.....	33
Atlas Mfg. Co.....	23	Covert Mfg. Co.....	22	Kerr Engine Co.....	inside back cover	Pink, Thos.....	81
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Aylmer Pump and Scale Co.....	70	Cummins, P. R.....	22	Kyle, P.....	22	Ramsay, A., & Son Co.....	59
Bailey Underwood Co.....	68	Davidson, Thos. Mfg. Co.....	8	Laidlaw Bale Tie Co.....	79	Record Foundry Co.....	15
Banwell Hoxie Wire Fence Co.....	21	Dennis Wire & Iron Co.....	28	Langwell & Sons.....	22	Reid, James.....	33
Barber Asphalt Paving Co.....	27	Directory of Manufacturers.....	23	Lenth, Thos. Wm.....	51	Richardson, J. E.....	66
Barrett, W. L.....	22	Diaston, Henry, & Son.....	9	Leslie, A. O., & Co.....	53	Robertson Mfg. Co., Ltd., P. L.....	67
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Beath, W. D. & Son.....	18	Dorken Bros.....	outside front cover, 59	Lufkin Rule Co.....	inside back cover	Ross Rifle Co.....	80
Bemis & Call Hardware & Tool Co.....	66	Dougall Varnish Co.....	61	Lyasgait, John.....	outside front cover	Royal Polishes Co.....	25
Berry Bros., Ltd.....	61	Down Draft Furnace Co., Ltd.....	15	McArthur, Alex., & Co.....	74	Samuel, M. & L., Benjamin, & Co.....	20
Boker, H. & Co.....	89	Fittings, Ltd.....	67	McClary Mfg. Co.....	13	Scarfe Bros.....	32
Boston & Lockport Bolt Co.....	66	Ford Auger Bit Co.....	68	McDougall, R., Co.....	31	Seymour, Henry T., Shear Co.....	21
Bowler, S. F., & Co., Ltd.....	61	Frothingham & Workman, Ltd.....	4	McFarlane & Douglas.....	62	Sharratt & Newth.....	23
Brand & Co.....	67	Galt Art Metal Co.....	73	McGlashan-Clarke Co., Ltd.....	63	Shaw, A., & Son.....	21
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Brantford Roofing Co.....	27	Gibb, Alexander.....	22	MacMaster, R.....	65	Simonds Mfg. Co.....	21
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Buffalo Mfg. Co.....	68	Gillette Safety Razor Co.....	22	Maple City Mfg. Co.....	70	Standard Arms Co.....	2
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Cameron & Campbell.....	23	Great West Fence Co.....	49	Martin, Senour Co.....	57	Standard Paint Co.....	62
Canada Bolt and Nut Co.....	15	Greening, B. Wire Co.....	24	Maxwell, D., & Sons.....	65	Standard Paint and Varnish Co.....	59
Canada Cement Co.....	68	Grove Chemical Co.....	67	Metallie Roofing Co.....	31	Stanley Rule and Level Co.....	2
Canada Foundry Co.....	66	Guelph Spring and Axle Co.....	28	Millers Falls Co.....	59	Star Mfg. Co.....	49
Canada Glue Co.....	6	Gurney Foundry Co.....	12	Monitor Mfg. Co., Ltd.....	31	Stearns G. F.....	1
Canada Metal Co.....	8	Gutta Percha & Rubber Mfg. Co.....	outside back cover	Montreal Rolling Mills Co.....	65	Stewart Mfg. Co., Jas., Ltd.....	11
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CLASSIFIED LIST OF ADVERTISEMENTS

Auger Bits.

Ford Auger Bit Co., Holyoke, Mass.

Anchor, Star Screw

Star Expansion Bolt Co., New York

Awings

Bartlett, Wm., & Son, Toronto

Babbitt Metal.

Canada Metal Co., Toronto
Canadian Fairbanks Co., Montreal.
Frothingham & Workman, Ltd., Montreal
Robertson, Jas. Co., Montreal.
Geo. Langwell & Son, Montreal

Bar Urns.

Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings.

Buffalo Mfg. Co., Buffalo, N.Y.

Belting, Hose, etc.

Canadian Rubber Co., Montreal
Gutta Percha and Rubber Mfg. Co., Toronto.

Bicycles and Accessories.

Johnson's, Iver, Arms and Cycle Works
Fitchburg, Mass.

Binder Twine.

Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages

E. T. Wright & Co., Hamilton

Boilers and Radiators

Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts.

Canada Screw Co., Hamilton.
Montreal Rolling Mills, Montreal
Starr Mfg. Co., Dartmouth, N.S.

Bolts--Expansion

Star Expansion Bolt Co., New York

Box Strapping

J. N. Warminton, Montreal

Brass Goods.

Kerr Engine Co., Walkerville, Ont.
Lewis, Rice, & Son, Toronto.
Morrison, Jas., Brass Mfg. Co., Toronto.
Penberthy Injector Co., Windsor, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Bridle Rings--Galvanized,

Brass and Plain

Star Expansion Bolt Co., New York

Brushes

Stevens-Hepner Co., Port Elgin

Burners.

Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies.

Canada Wire Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Covert Mfg. Co., West Troy, N.Y.
Frothingham & Workman, Ltd., Montreal
Hanson-Tilley, J. H., Co., Montreal
Hill, Jas., & Co., Ltd., London, England
Howland, H. S., Sons & Co., Toronto
Lewis, Rice, & Son, Toronto.
Lockery & McComb, Montreal.

Lufkin Rule Co., Saginaw, Mich.

Newman & Sons, Birmingham.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Stephens, G. F., Winnipeg.
Taylor-Forbes Co., Guelph, Ont.

Cable Dogs, Sebco

Star Expansion Bolt Co., New York

Cans.

Thos. Davidson Mfg. Co., Montreal.

Kemp Mfg. Co., Toronto.

Carriage Accessories.

Covert Mfg. Co., West Troy, N.Y.

Carriage Springs and Axles.

Guelph Spring and Axle Co., Guelph.

Cartridges.

Dominion Cartridge Co., Montreal.

Joyce, F., & Co., London, England

Cattle and Trace Chain.

Greening, B. Wire Co., Hamilton.

McKinnon Chain Co., St. Catharines

Oneida Community Limited, Niagara Falls, Ont.

Chafing Dishes.

Buffalo Mfg. Co., Buffalo

Chucks

Ryall Tool Co., Montreal.

Churns.

Connor, J. H., & Sons, Ottawa, Ont.

Downs Mfg. Co., Hamilton

Maxwell, David, & Sons, St. Mary's, Ont.

Clippers--All Kinds.

Clocks

The Western Clock Mfg. Co., La Salle, Ill.

American Shearer Mfg. Co., Nashua, N.H.

Clothes Pulleys

The O. B. Rolston Hardware Specialty Co., Vancouver, B.C.

Clothes Reels and Lines.

Hamilton Cotton Co., Hamilton.

R. McMaster, Vancouver.

Cold Rolled Strip Steel

The Morris & Bailey Steel Co., Pittsburgh, Pa.

Cordage.

Hamilton Cotton Co., Hamilton.

Plymouth Cordage Co., N. Plymouth, Mass.

Corrugated Iron

The Galt Art Metal Co., Galt, Ont.

Cow Ties

Greening, B. Wire Co., Hamilton

McKinnon, Dash and Metal Co., St. Catharines

Oneida Community, Ltd., Niagara Falls, W. D. Beath & Son, Ltd., Toronto

Cuspidors.

Buffalo Mfg. Co., Buffalo, N.Y.

Thos. Davidson Mfg. Co., Montreal.

McClary's, London, Ont.

Kemp Mfg. Co., Toronto

E. T. Wright & Co., Hamilton

Cutlery--Razors, Scissors, etc.

Caverhill, Learmont & Co., Montreal

Claude Shear Co., Toronto

Crookes, Jonathan, & Son

Dorken Bros. & Co., Montreal.

Frothingham & Workman, Ltd., Montreal

Heinisch, R., Sons Co., Newark, N.J.

Howland, H. S., Sons & Co., Toronto.

Hutton, Jas., & Co., Montreal

McGlashan, Clarke Co., Ltd., Niagara Falls

Drills--Brick and Stone

Star Expansion Bolt Co., New York

Electric Dry Batteries

Electrical Specialties, Ltd., Toronto

Emery or Corundum Wheels

Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures.

Canadian General Electric Co., Toronto

Morrison James, Mfg. Co., Toronto.

Enameled Ware

Davidson Thos. Mfg. Co., Montreal

Kemp Mfg. Co., Toronto.

McClary's, London, Ont.

Engine Supplies, etc.

Kerr Engine Co., Walkerville, Ont.

Penberthy Injector Co., Windsor, Ont.

Eavetroughs

Thos. Davidson Mfg. Co., Montreal

McClary's, London, Ont.

Kemp Mfg. Co., Toronto

E. T. Wright & Co., Hamilton

Bscutcheon Pins

The Parmenter & Bullock Co., Gananoque, Ont.

Montreal Rolling Mills, Montreal.

Fencing--Woven Wire.

Dominion Wire Mfg. Co., Montreal.

Montreal Rolling Mills, Montreal

Owen Sound Wire Fence Co., Owen Sound.

Watson, Jack & Co., Montreal

Files and Rasps.

Barnett Co., G. & H., Philadelphia, Pa.

Carver File Co., Philadelphia, Pa.

Diaston, Henry, & Sons, Philadelphia, Pa.

Nicholson File Co., Port Hope

Simonds Canada Saw Co., Ltd., Montreal

Filters

Anti-Splash Filter Co., Owen Sound, Ont.

Firearms and Ammunition.

Johnson's, Iver, Arms and Cycle Works

Fitchburg, Mass.

Fire Escapes.

Dennis Wire & Iron Co., London

Food Choppers.

Enterprise Mfg. Co., Philadelphia, Pa.

Fret Saws

Hobbies, Limited, Dereham, England

Fret Work Outfits

Hobbies, Limited, Dereham, England

Furnaces.

McClary's, London, Ont.

Pease Foundry Co., Toronto.

Galvanizing

Canada Metal Co., Toronto.

U.S. Steel Products Export Co., Montreal

Thos. Davidson Mfg. Co., Montreal.

Dominion Wire Mfg. Co., Montreal.

Montreal Rolling Mills Co., Montreal.

Galvanized Iron

John Lyasgait, Ltd., Bristol, Newport and Montreal.

Glass Cutters

W. L. Barrett, Bristol

Glass Ornamental

Toronto Plate Glass Importing Co., Toronto.

Glaziers' Diamonds.

HARDWARE AND METAL

Locks, Knobs, Escutcheons, etc.
Corbin Cabinet Lock Co., New Britain, Conn.
National Hardware Co., Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Logging Tools.

Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.

McIntosh, H. E., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.
Lion Metal Co., Montreal
Clare, Little & Co. Saskatoon, Sask

Metals.

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Mining Drills

Wm. Jessop & Sons, Sheffield, Eng.

Mop Wringers.

White Mop Wringer Co., Fultonville, N.Y.

Nails Wire

Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Farmer & Bulloch Co., Gananoque
Jas. Pender & Co., Ltd., St. John, N.B.
United States Steel Products Export Co., Montreal.

Wires

Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.
Maple City Mfg. Co., Monmouth, Ill.

Oil Stones.

Canadian Hart Wheels, Hamilton, Ont.

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Dennis Wire & Iron Co., London, Ont.
Canadian Wire Goods Mfg. Co., Hamilton

Padlocks

Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps

J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.

Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Engl.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green

Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.

Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.

The Paris Plow Co., Paris, Ont

Portland Cement.

Thompson, B. & S. H. & Co., Montreal.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.

Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Reaper and Mower Supplies

Thos. Garritt & Son

Registers

The Canadian Ferrosteel Co., Bridgeburg, Ont.

Hart & Cooley Co., New Britain, Conn

A. Welch & Son, Toronto.

Rivets

Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Farmer & Bulloch Co., Gananoque

Roofing Supplies.

Brantford Roofing Co., Brantford.
Barber Asphalt Co., Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.

Rubber Stamps

Hamilton Stamp and Stencil Works, Hamilton

Rules and Gauges

Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.

Atkins, E. O., & Co., Indianapolis, Ind
Diaston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg, Mass.

Scales.

Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.

Canada Screw Co., Hamilton On
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.

Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J

Shaft Splice

Heroules Shaft Spice Co., Stratford, Ont

Shovels and Spades.

Frothingham & Workman, Montreal.

Signs

J. E. Richardson & Co., Toronto

Silverware.

McGlashan, Clarke Co., Niagara Falls.

Snaps

Covert Mfg. Co., Troy, N.Y

Sprayers

Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto

E. T. Wright & Co., Hamilton

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Stamped Metal Plates

Hamilton Stamp and Stencil Works, Hamilton

Steel—Cold Rolled Strip.

Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

U.S. Steel Products Export Co., Montreal

Steel Stamps

Hamilton Stamp and Stencil Works, Hamilton

Stencils

Hamilton Stamp and Stencil Works, Hamilton

McClary's, London, Ont.

Kemp Mfg. Co., Toronto

E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces

Burrow, Stewart & Milne Co., Hamilton

W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co.
Owen Sound.

Davidson, Thos., Mfg. Co., Montreal
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd, Brockville, Ont

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Jones Bros., Toronto

Structural Steel.

The Hamilton Bridge Works Co, Ltd, Hamilton, Ont

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Tacks.

Montreal Rolling Mills Co., Montreal.

Canada Screw Co., Hamilton

U.S. Steel Products Export Co., Montreal

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Lufkin Rule Co., Windsor, Ont

Jas. Chesterman & Co., Sheffield Eng

1 in Plate.

A. C. Leslie & Co., Montreal

Toe Calks

Jas. Pender & Co., Ltd., St. John, N.B.

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Wm. Jessop & Sons, Sheffield, Eng.

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Hamilton Stamp and Stencil Works, Hamilton

Trucks.

Aylmer Pump & Scale Co., Aylmer, Ont

Geo D. Pearson & Co., Montreal

Ventilators.

Harris, J. W., Co., Montreal.

Geo D. Pearson & Co., Montreal

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J. H. Connor & Son., Ottawa, Ont.

Dowdell Mfg. Co., Hamilton, Ont.

D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.

Woodstock Wagon Co., Woodstock

Wholesale Hardware.

Caverhill, Learmont & Co., Montreal.

Frothingham & Workman, Ltd Montreal

Howland, H. S., Sons & Co., Toronto.

Lewis Bros. & Co., Montreal.

Wm Stairs Son & Morrow Co., Halifax

Wire Clutch Nails

J. N. Warminton, Montreal

Wire Goods

Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Canadian Sales and Mfg. Co.

Canada Wire Goods Mfg. Co., Hamilton

Woodenware

Wm. Cane & Son, Newmarket

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN

ARCADE

KEARNEY and
FOOT

McCLELLAN



GLOBE

EAGLE

GREAT
WESTERN

J. B. SMITH

Dominion Works, Port Hope, Ont.

When ordering your Spring requirements in

WIRE NAILS and

OILED AND ANNEALED WIRE

Specify for the products of

THE LAIDLAW BALE-TIE CO., HAMILTON ONTARIO

Vancouver—George Laidlaw

Winnipeg—Harry F. Moulden



Canadians Have Caught On

Canadians realize the advantages of buying Ross Rifles, which are made in Canada, and of which duplicate parts can be obtained at any time quickly and cheap.

Moreover, adapted as they are to the British 303 Ammunition, made in Quebec, and which is to be had everywhere, it has been found to have advantages quite apart from its accuracy, power and general handiness.

Write for Particulars and Discounts.

ROSS RIFLE CO. - QUEBEC, P.Q.

Hardware Merchants Stolen Goods

Do you know of any shippers having trouble with goods being taken out of cases while in transit, but without any appearance of cases being interfered with? If so, we can supply you with a Special Screw Nail, which is driven in with a hammer and cannot be removed without breaking the case.

Samples and quotations on request.

We Also Make

Wood and Machine Screws, Stove and Tire Bolts, Bright Wire Goods, Rivets and Burrs, in iron, copper and brass, Fence Staples, Fasteners, Wire-Bright, coppered or tinned, and Tacks.



Canada Screw Co., Limited

TORONTO

HAMILTON

MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY
HIGH GRADE.
TESTED &
PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

There's a strong demand

in your district for good Hay Fork Handles and your stocks cannot be improved if you are selling

STILL'S Hay Fork Handles

Made of the best Northern
White Ash

They are very nicely finished and waxed, and invariably prove a splendid selling line.

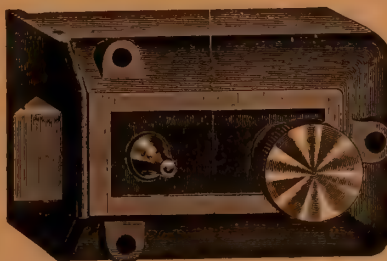
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J. H. STILL MFG. CO.
LIMITED
ST. THOMAS - ONTARIO

RELIABLE—DURABLE—SAFE

You will be catering successfully for the local builders' lock requirements, if you handle a full range of our Rim and Mortise Locks, and of Inside, Front and Store Door Sets. They are unequalled at any price.

**The Peterborough Lock
Manufacturing Company, Ltd.**
Peterborough, Ontario



Cylinder Night Latch, No. 103



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868.

Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve

Medals



Awarded

By JURORS at

International Expositions
Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



VALVE DISCS



Nothing to equal them
has ever been made

THE CUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED

Toronto Montreal Winnipeg Calgary Vancouver

Sheet Zinc
Zinc Spelter
Ingot Tin
Ingot Copper
Bar and Sheet
Copper

We can quote you attractive prices,
send us your enquiries.

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street
MONTREAL, P.Q.



DELTA FILE WORKS

CARVER FILE CO.
PHILADELPHIA, PA.

An independent organization not connected with the trust in any form, shape or manner.

The Highest Grade File Made
The File You Will Eventually Buy

BE FILE Particular
AND USE

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used ; Highest Grade of Skilled Labor Employed ; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY DELTA FILE WORKS Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER

HARDWARE AND METAL

Published Weekly by

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VOL. XXII.

PUBLICATION OFFICE: TORONTO, MAY 14, 1910

NO. 20

E. M. DICKINSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

TRADE MARKS
THE MURRAY
THE INVICTA
EL DORADO
CAMBRIDGE & CO.
ENGLAND
SHEFFIELD

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

"Fleur De Lis"

WORKS WELL and WEARS WELL

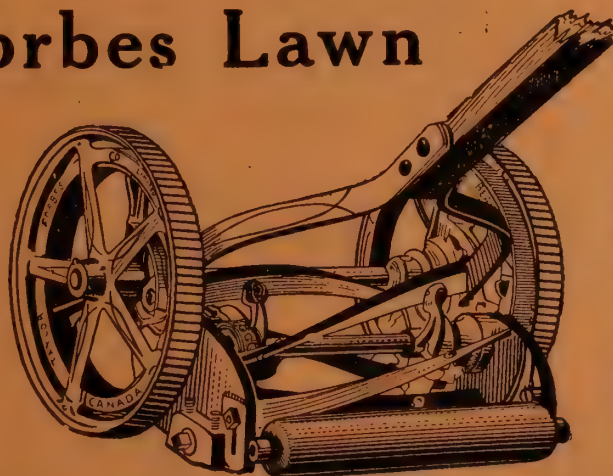
Only surpassed by the extra coating of "QUEEN'S HEAD"

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd
Montreal
Managers Canadian Branch

Swing Into Line, Please WITH Taylor-Forbes Lawn Mowers

They are carried by ninety per cent. of the jobbers and by fully as large a percentage of the retail dealers throughout the country who know what lawn mower efficiency, capability and saleability are — features which 'spell' all-round satisfaction.



Our goods possess a prestige that no other mower can boast of. We help you to sell them, not only by making a superior machine, but by our extensive advertising methods, making known everywhere the Taylor-Forbes machine.

Taylor-Forbes Co., Limited

Largest Manufacturers of Lawn Mowers in Canada

HEAD OFFICE AND WORKS!

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Ontario

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL

H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.

W. A. MACLENNAN, VANCOUVER, B.C.

J. B. H. RICKABY, VICTORIA, B.C.

HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.
CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

Big Summer Seller—Big Profits

250,000 Spraybrushes Next Six Months Sales

How many will you need for your territory? The Spraybrush is the Biggest Spring and Summer Seller for Enormous Profits in your line. Extraordinary Merits and Great Advertising Campaign back of it.

Nationally Advertised

Full and half page advertisements, with compelling illustrations, prepared by the leading advertising experts in the country, will appear throughout the Spring and Summer months in the best pulling publications of national circulation, among which are—

The Saturday Evening Post
Everybody's Magazine
Literary Digest
American Magazine

Progress
Collier's
Munsey's
McClure's

This widespread advertising, reaching every city, town and village in the United States, will start the people to your store. The

Knickerbocker Spraybrush

—literally three brushes in one—**Shower, Shampoo and Massage**—will sell on sight on the face value. Slips on any faucet—siphon attachment for homes not supplied with running water or bathrooms. A boon to country homes. Makes the indoor bath as vigorous and healthful as the splash at the seashore. Gives Shower, Needle, Spray, Frictional Bath and Massage all in one. Saves time, labor and water. Absolutely sanitary and self-cleaning. The rubber "teeth" get the dirt out and stimulate the circulation as no bristle brush, fibre sponge or cloth can. We guarantee every Spraybrush for One Year and back up the guarantee.



Shampoo Brush No. 7



Knickerbocker Spraybrush No. 1

Shampoo Brush

with rubber ducts to simulate finger tips gives the ideal scalp massage and shampoo for men and women. Used by barbers and hair dressers. No home should be without one.



Ideal for Quick Morning Shower

Your Trade

will recognize the benefits of the Spraybrush on sight and the fine talking points will make a sale to 90 per cent. of your good customers the first season. For mothers with young children to bathe it is a God-send and makes

easy the gradually increasing cold shower physicians recommend for puny children. One dozen sales in thirty days is nothing for dealers with limited trade. The spring demand for country homes and summer cottages will be brisk.

WHOLESALE DISTRIBUTORS HANDLING KNICKERBOCKER SPRAYBRUSHES:—

Buhl Sons Co., Detroit, Mich.

James B. Clow & Sons, Chicago, Ill.

Famous Mfg. Co., Grand Rapids, Mich.

Lymans, Ltd., Montreal

Rundle-Spence Mfg. Co., Milwaukee, Pa.

Hibbard, Spencer & Bartlett, Chicago, Ill.

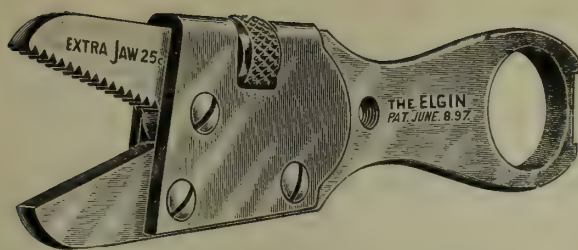
National Drug and Chemical Co.

Lyman Bros. & Co.

McCambridge-Cooper Co., Philadelphia, Pa.

We furnish dealers—FREE—attractive display cards, illustrated booklets for advertising and everything needed to make lively sales from the start. Write to-day for dealers' folder and net price list showing liberal profits to you.

The Progress Company, 919 Rand-McNally Bldg. Chicago, Ill.

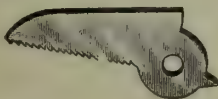


The Elgin Adjustable Wrench

IS POPULAR IN CANADA

There are EXTRA PARTS and ATTACHMENTS

NEW JAWS



Will renew the Wrench indefinitely.

Re-Threading Attachment



Interchangeable Dies



3-16, 1-4, 5-16,
3-8, 7-16, 1-2 in.
U.S. or
Canadian
Standard
Pump Rod Dies
3-8, 7-16 1-2 in.

Your Order to

any of the following Wholesalers will help you:

WOOD, VALLANCE, Limited	Winnipeg, Man.	C. KLOEPFER	Guelph, Ont.
MILLER-MORSE & CO.	"	WOOD, VALLANCE & CO.	Hamilton Ont.
J. H. ASHDOWN HARDWARE CO.	"	WILKINSON & KOMPASS	"
MARSHALL WELLS CO.	"	RICE LEWIS & SON	Toronto, Can.
HANBURY HARDWARE CO.	Brandon, Man.	CAVERHILL, LEARMONT & CO.	Montreal, Can.
ROSS BROS.	Edmonton, Alta.	FROTHINGHAM & WORKMAN	"
McLENNAN & McFEELY CO.,	Vancouver, B.C.	S. HAYWARD CO.	St. John, N.B.
WOOD, VALLANCE & LEGGAT	"	W. H. THORN & CO.	"
D. H. HOWDEN & CO.	London, Ont.		

WRITE US FOR BOOKLET

STAR MFG. CO., - - Carpentersville, Ill, U.S.A.

There's a strong demand

in your district for good Hay Fork Handles and your stocks cannot be improved if you are selling

STILL'S Hay Fork Handles

Made of the best Northern White Ash

They are very nicely finished and waxed, and invariably prove a splendid selling line.

WRITE FOR DISCOUNTS

J. H. STILL MFG. CO.

LIMITED

ST. THOMAS - ONTARIO

"YANKEE TOOLS"

SOME NEW STYLES—HAVE YOU SEEN THEM?

are the
NEWEST
CLEVEREST
and
QUICKEST
SELLING
TOOLS
and are
WITHOUT
EQUAL
in
QUALITY
and
EFFICIENCY
in
PRACTICAL
USE



"Yankee" Nos. 110, 111, 115, Ratchet Screw Driver, with Screw Holder Attachment.



"Yankee" Nos. 80, 81, Ratchet SCREW EYE Driver.



"Yankee" No. 65, Magazine Ratchet Screw Driver.

ASK YOUR JOBBER ABOUT THEM

NORTH BROS. MFG. CO., Philadelphia, Pa., U.S.A.

OUR "YANKEE" TOOL CATALOG TELLS ALL ABOUT THESE AND SOME OTHERS, AND IS MAILED FREE ON APPLICATION TO—



"A good reputation in business goes hand in hand with profit. To tamper with one means the loss of the other."

*The Philosopher of
Metal Town*

The Superior Quality, the Perfect Construction and Expert Workmanship of

"METALLIC" BUILDING MATERIALS

have been **PROVEN** by a twenty-five year **ACTUAL** wear and **TEAR TEST**—the best assurance of satisfied, permanent customers.

Mr. Hardware Dealer—these are the goods it pays to handle.

They insure reputation and profit.

"EASTLAKE" Steel Shingles
"METALLIC" House and Barn Siding
Steel Ventilators and Skylights
Corrugated Iron—painted or galvanized

"METALLIC" Ceilings and Walls
"METALLIC" Cornices and Finials
Eavetrough and Conductor Pipe
Fireproof Doors and Windows

Send for Illustrated Price List No. 4

MANUFACTURERS



2404

The Sensation of the Firearms Industry



**BIG GAME
SHOOTING**

This little book tells more matter-of-fact truths about American sporting rifles of *all kinds* than any book ever written. Better still, it is right up-to-date—the last word. Tells why the new

STANDARD  RIFLES

are the best in the world—and proves it. Describes the various principles of automatic rifles of all types. Makes no statement or claim that is not explained or proven. Sets the pace for straightforward advertising. A powerful stimulus to the ammunition trade. It is making trade everywhere—the sort of trade that comes back for more.

Your jobber should have copies for free distribution. If he cannot supply you, write to us.

The following Canadian jobbers carry a stock of "Standard" Rifles and can ship promptly:
Fredericton, N.B.—R. Chestnut & Sons. London—D. H. Howden & Co., Ltd. Montreal—L. H. Hebert; Lewis Bros., Ltd. St. John, N.B.—W. H. Thorne & Co., Ltd. Toronto—H. S. Howland, Sons & Co. Winnipeg—Miller-Morse Hardware Co.; Wood, Vallance & Co. and other Winnipeg Jobbers.

STANDARD ARMS COMPANY

119 F Street, WILMINGTON, DEL., U.S.A.



Dry Batteries



For Bell and Telephone Work
Every battery guaranteed

For Automobiles and Motor Cycles
You may safely recommend them

For Motor Boats
Look for the black cat on every battery



No. 6 2½ x 6 inches



No. 7. 3 x 7 inches



No. 8. 3½ x 8 inches

No. 6—Standard size, for ordinary work

No. 7—Used for heavier work

No. 8—Used for very heavy work

Packed: No. 6, 125 in a barrel; No. 7, 75 in a barrel; No. 8, 50 in a barrel. Order in full barrel lots of a number, as there is a saving by so doing.

The following is an actual test of Xcell Batteries :

TEST	CELL CONNECTIONS	SERVICE IN MILES	RELATIVE COST OF CELLS	COST PER 100 MILES Figured at Retail Price of Cells
1.	4 Cells in Series.....	450	100%	20.5 cents
2.	8 Cells in Series-Multiples.....	1550	75%	11.8 cents
3.	12 Cells in Series-Multiples....	2700	50%	10.2 cents

Basis of Test: Regular Automobile Service.

Regular Automobile equipped with Commercial Spark Coil, etc.

Cells used ; XCELL IGNITORS (size 2½ x 6 inches).

Continuous operation until engine began to miss fire.

Result of Test shows that 12 Cells connected in **Series Multiple** cost only 50% of four cells connected in Series, for any given distance travelled by the machine.

Every Xcell shows nine lives

They are sold to give lasting satisfaction

LEWIS BROS., LIMITED

Importers and Distributors

OTTAWA TORONTO
VANCOUVER

MONTREAL



The
Nicholls
Automatic Strop
per

Acts **Sells**
Automatically **on Sight**

Retail Price, - One Dollar.

The Nicholls Automatic Strop is adapted especially for double edge blades. With this Strop a set of blades will last for years.

Try One Yourself

and be convinced that they are as represented.

They are having a large sale throughout Canada by the general Hardware Trade. If you are not handling this Strop, you are losing easy-made money.

Every Hardware Merchant should handle this Strop, as there is a large demand for same.

Save Your Razor Blades

This Machine
will require a place in
your window
with your Safety Razors.

Send for a sample.



Let us send you circulars
illustrating
this Strop.

The Latest Novelty
on the Market.

The Nicholls Automatic Strop in Use.

Requires No Skill to Operate.

They will always find a ready sale where Safety Razors are sold.

All inquiries receive prompt attention.

Sole Agents for Dominion of Canada.

Ask our Travellers to show you sample.



FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal

: : : : :

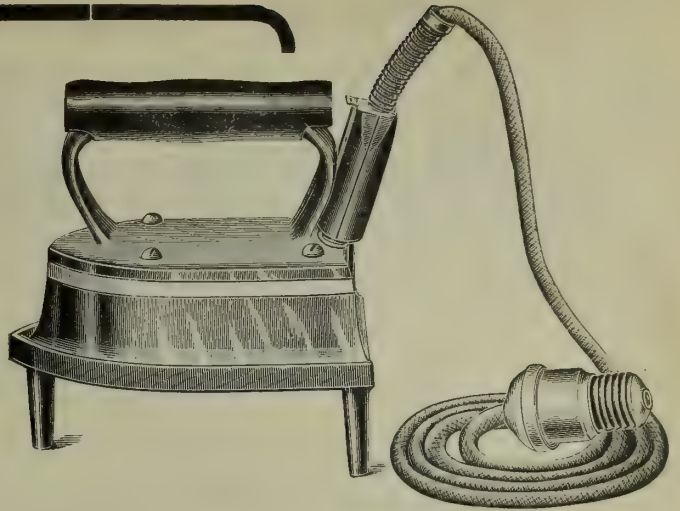
Canada



"THERMAL"

THE CHEAPEST HIGH-GRADE ELECTRIC IRON

IN CANADA.



Attractive in Design

Our irons are shapely. They do not look clumsy. They are neatly nickered, and polished. Handle is smooth ebony finish.

Quality

The best we can make them. The heating element is the most durable yet discovered. It is so arranged in the iron that every atom of heat is used to best advantage, heating the surface of the iron evenly and quickly.

Detachable Cord

which gives operator easy control over heat of iron, as current can easily be cut off by simply detaching cord from iron. Our cords are stronger and neater than those generally supplied with electric irons.

Electricity Costs Less

Than other fuel when used in Electric Irons.

Warm Weather is Best Season to Sell Electric Irons
They will not heat the atmosphere as gas and other stoves do

SOLD ONLY BY

Caverhill Searmont & Co.
Montreal and Winnipeg

**STATE VOLTAGE WANTED
WHEN ORDERING.**

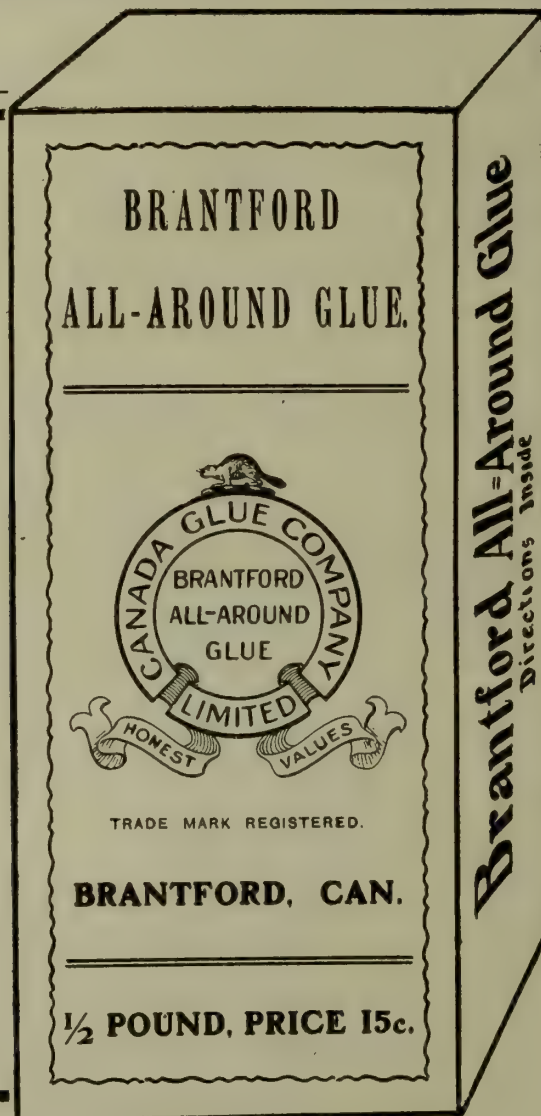
WE ASSUME THE RESPONSIBILITY of pleasing your customer by standing back of every package

BRANTFORD ALL-AROUND GLUE

(GRANULATED)

with a guarantee of quality. The package idea has been successfully applied to "All-Around" Glue, which is, as its name implies, suitable for every purpose.

In sealed cartons, 1 lb. and $\frac{1}{2}$ lb., retailing at 25c. and 15c.



YOU
WILL
SELL

more glue if you are handling the best, and BRANTFORD ALL-AROUND GLUE is the best for the Cabinet-Maker, Carpenter, Painter, Book-Binder and Householder—in fact for all who want a GOOD GLUE. Made in Canada.

IF YOUR JOBBER CANNOT SUPPLY YOU—WE WILL.

CANADA GLUE CO., LIMITED

Montreal, 224 Lemoine St.

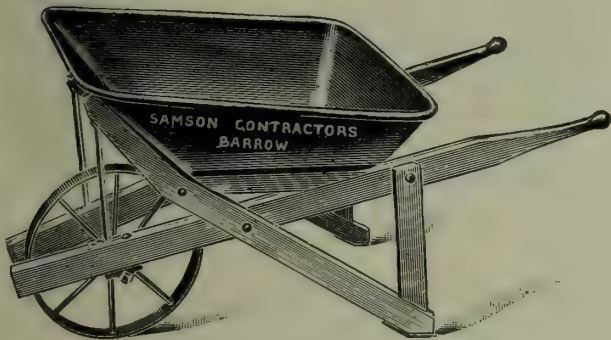
BRANTFORD, ONTARIO, CANADA

Toronto, 50 Front St. East

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

Pays For Itself

In more ways than one. Your customer is pleased and satisfied, for he gets a durable and rigid Barrow and one that the "men" don't "use up" in a hurry. The steel tray is built with a proper pitch, and takes a heavy load with a humane action on the user. Yes, we can highly recommend the



"Samson" Contractor's Barrow

Has extra heavy steel tray, 33 in. long, 27 in. wide and 10 in. deep, with a sloping bottom pitched in a manner to spread the weight of a heavy load. The frame is constructed of kiln-dried elm. Forks, braces and uprights are securely bolted together, easy working space of 21 in. between handles. Specially heavy iron wheel 16 1/2 in. in diameter, which revolves upon an anti-friction axle. Every point speaks for strength and reliability.

Buy this line from

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

Toronto

We ship promptly

Our prices are right

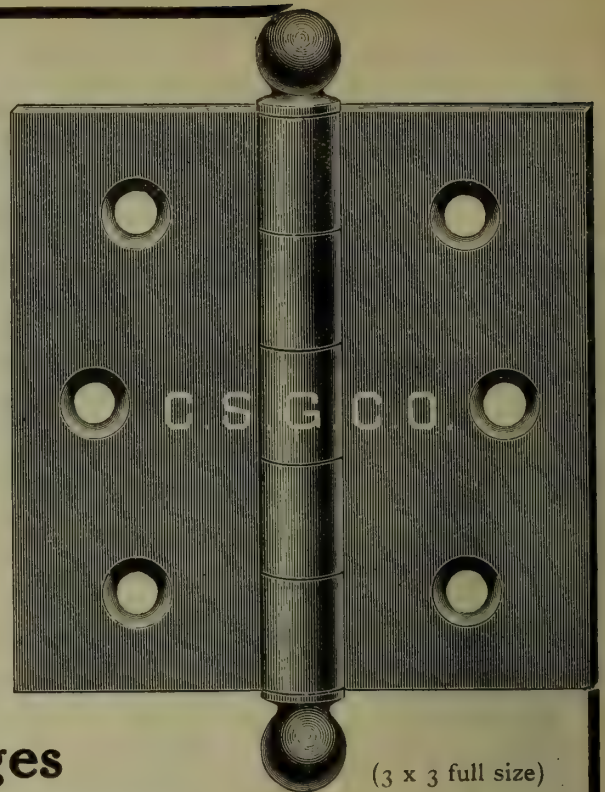
Graham Nails Are The Best



CRESCENT
BRAND

BUTTS

A GOOD LEADER
FOR THE
BUILDER'S HARDWARE
Department.



(3 x 3 full size)

Builders to-day are asking for
Crescent Brand Butt Hinges

A satisfied customer is the best advertisement

CANADA STEEL GOODS CO., Limited

HAMILTON

Manufacturers

ONTARIO

GARBAGE CANS

*With Galvanized Steel Bodies
and Seamless Covers*

(WILL STAND ANY AMOUNT OF ROUGH HANDLING)



Two sizes with
WOOD SLATS

Nos. - 400 500
Inches 17 x 25½ 18 x 26

Three sizes without Wood Slats.
Nos. - 30 40 50
Inches 14 x 21 17 x 25½ 18 x 26



CORRUGATED
one size only

No. 4000
Inches 17 x 25½

(Top and bottom hoops
japanned red.)



REGULATION
one size only

No. 4.
Inches 14½ x 20¾

With six wood side-protectors.



KITCHEN CANS
three sizes

Nos. 1 2 3
Inches 12½ x 13½, 14 x 15, 15 x 17

Each complete with Bail
and Cover.

These cans are all heavily galvanized after all parts are assembled. This is a very important feature, as it prevents rust and corrosion from eating out the bottoms. We can also supply the celebrated "ARROW" Garbage Cans in two sizes, No. 1, 15 x 24; No. 2, 17 x 24. Descriptive circular and prices on application.

The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG

Magazine Section
THIRD PART

THE PHILADELPHIA RECORD

What an Insurgent Is
SEE PAGE 3

PHILADELPHIA, SUNDAY MORNING, FEBRUARY 6, 1910

WORLD'S BEST SAWS ARE MADE HERE

Rolling Large Circular
Saw Plates



Honing, Tooling and Filing
Circular Saws



General View of the
Disston Saw
Works



Pouring Crucible Steel



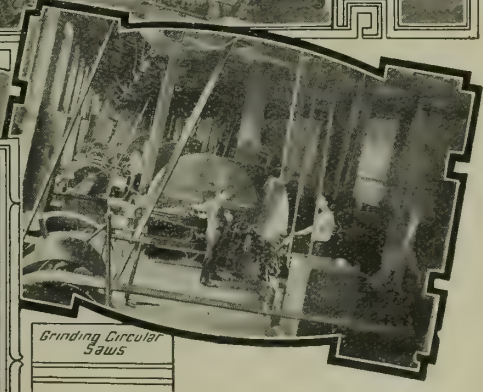
Blackening
Handsaw Blades



Brazing and Fitting
Band Saws



Grinding Circular
Saws



The Tribute of a Great Newspaper

In the rapid whirl of events which have world-wide interest and significance, it is seldom that the management of a great metropolitan newspaper is profoundly impressed by the methods and achievements of any individual enterprise.

But on February 6 last, the Philadelphia Record, one of the foremost journals of the nation, employed an entire page to illustrate and describe the Disston Saw Works; to tell the deeply interesting story of its founder and his successors, of their purposes, their ideals and their accomplishments.

Here are some of the editorial statements that were made:

"There are various reasons for the growth of this Philadelphia industry from nothing to the greatest of its kind in the world. One is that it has kept ahead of all others in the processes and inventions for sawmaking.

"In the beginning, Henry Disston made saws to live. Later, when wealth came, he lived to make saws. He studied his art—for it is an art—as a painter studies colors. And he produced a masterpiece.

"He was the great improver and developer who placed Philadelphia-made saws in their present position

at the head of the markets of the world for quality, finish and correctness of pattern—a position which his successors so ably maintain."

Disston saws, files and tools give longer and more efficient service than any other implements of similar character manufactured.

Business association with an organization which occupies so high a place in the commercial and manufacturing world; an organization which expends so much time and effort to serve the interests of its patrons, is an asset for every merchant and mill owner who handles or uses saws, files or tools.

HENRY DISSTON & SONS

(INCORPORATED)

**Keystone Saw, Tool,
Steel and File Works**

Philadelphia, Pa.

Branches:—Chicago, Cincinnati, Boston, New Orleans, Memphis, San Francisco, Seattle, Portland, Spokane, Vancouver, Toronto

SPECIAL NOTICE

WE thank the Trade for the generous reception given to the new firm. Business has more than fulfilled expectations and we are looking to the time when our tools will become the standard for this country. We are using the best materials obtainable, as we realize that only by making the best can we hope to receive a continuance of those repeat orders which have already been so numerous.

Allan Hills Edge Tool Company
GALT - ONTARIO LIMITED



The King Lubricator—Single Connection.
Made also in Double Connection.

THE **KING** Sight Feed Lubricators

Exactly the line for the
Hardwareman to Stock.

They are Neat, Compact and Simple,
easy to operate and reliable and can
be sold at a medium price.

Specially designed for the Thresher-
man's use, and for Mills, Factories and
Mines.

If you stock a line of Lubricators make
your next order read

"THE KING"

*Sold by all leading jobbers, write us
for catalogue and descriptive circulars.*

Hardware Merchants Make Money Selling the Penberthy Lines

IT IS our greatest ambition to have every hardware merchant in Canada buy our goods. We want each merchant to feel that when he sees anything with this name on that it is a guarantee not only of best quality, but "good faith and a square deal." We make the highest grade of brass goods. That is acknowledged by even our competitors, and we want to prove that we do to the hardware man "who's in doubt." Just a trial order is all we ask. Remember Penberthy Injectors have no equal any place in the world and our specialties are in a class by themselves. When you place your order make it read "The Penberthy" make.

Manufactured by

Penberthy Injector Co., Limited, - Windsor, Ont.



WHAT'S IN A TRADE-MARK?



Many a retailer has asked himself that question over and over again, and has never arrived at a satisfactory answer. What's the use of handling stoves with on them any more than stoves without it. The answer is this—people are becoming educated and education leads to discrimination, therefore people are looking behind the scenes at the backing, as it were, of the article that is submitted to them. People are made to think of an article by either showing it to them or a sure line of publicity which will draw their attention to either one particular piece of goods; or, if it is trade-mark advertising, it will focus their eyes on the whole line.

We are giving our trade-mark more publicity than any Canadian trade-mark ever had before, and consequently people are beginning to look for goods with the Gurney-Oxford trade-mark on. Have you read our Dealers' Folders? Send for one, it contains our advertising proposition, and you'll find it mighty interesting reading.

The Gurney Foundry Co., Ltd.

TORONTO

Montreal, Hamilton, Winnipeg, Calgary, Vancouver



HUMIDITY and HUMANITY and the "GOOD CHEER" CIRCLE WATERPAN FURNACE

(Patented in Canada and the United States)



Healthful
Comfortable
Furnace Heat
is not
Possible
Without
Sufficient
Humidity

←
The Circle Waterpan marks the greatest improvement so far made in Warm Air Furnaces, for it effectually disposes of that hitherto sole objection to them—**THAT DRY, BLISTERING HEAT SO COMMON TO THEM ALL.**

The ordinary waterpan might as well be left out, for all the good it does, and anyway it is generally neglected, for no one can feel any benefit by its use, but they'll quickly miss that soft, balmy, humid atmosphere should filling the Circle Waterpan be overlooked.

This new and exclusive feature of the "GOOD CHEER" is the greatest furnace selling and talking point extant. You can't but enthuse over it—and you know what that means to salesmanship.

THE AGENCY FOR YOUR TOWN MAY YET BE OPEN. WRITE US.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.
Western Branch:—156 Lombard Street, Winnipeg, Man.

DISTRIBUTING AGENCIES:—McLennan, McFeely & Co.,
Vancouver. B. C.

Wood, Vallance Hardware Co.,
Nelson, B. C.

Ross Bros., Limited
Edmonton, Alta.



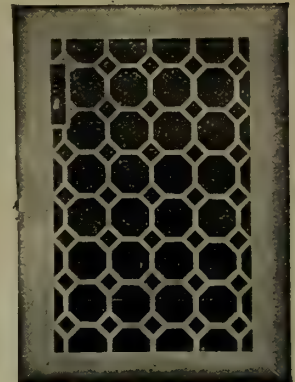
The Moorish Sidewall Register.

The Bull's Eye of Perfection
**REGISTERS, FACES,
 BORDERS**

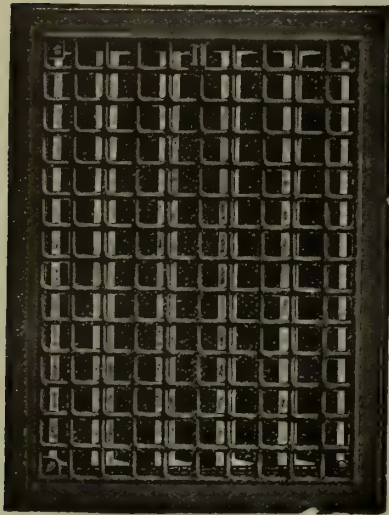
"Made in Canada" Our new plant
 is in full working order making
 all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company
 Bridgeburg - - - - - Ontario



The New Convex Reversible Wafer



**H. and C. REGISTERS,
 Borders and Faces**

All Steel. Beautifully Finished. Neatly Packed.
 Non-breakable. Largest Air Space. Low Prices.

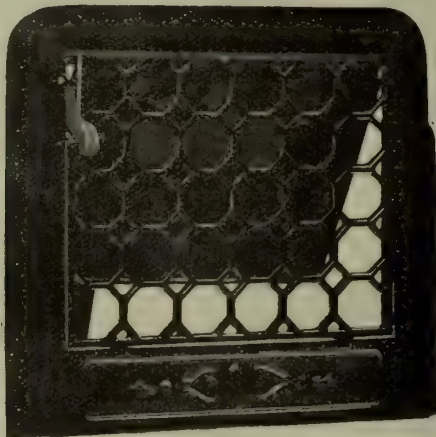
Get our Catalogue.

The HART & COOLEY CO.

Factories:
 NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary



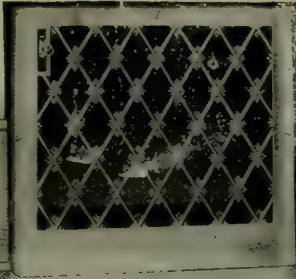
**The Empire Special
 Convex Reversible Wafer**

This is something entirely new that has made a great hit with the building trades.
 It is convenient, handsome, well-finished and a seller from the word "go."

Now is the time, push this line—and it will certainly pay you to do so.
 Write us for full particulars and prices.

Canadian Heating and Ventilating Co., Limited
 Owen Sound - - - - - Ontario

Distributing Agencies { Canada Stove and Furniture Co., Montreal
 Christie Bros. Co., Ltd., cor. Henry and Park Sts., Winnipeg
 M. C. Drew & Son, Vancouver, B.C.



"T & B Imperial" Base-Board Register and Wall-Line

Pre-eminent for Design, Quality and Finish

When you are handling

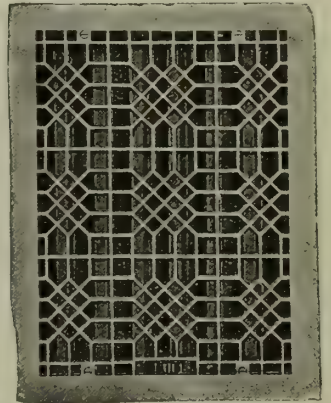
"T & B"

Registers, Ventilators and Grilles

you are selling the highest quality goods made, at a price no greater than other makes. "T & B," "Special," "Imperial," and "Baby" Base-Board Registers admit of the largest possible out-let of heated air, and furnace pipe manufacturers are making their boxes fit the above styles. Send for illustrated catalogue.

Tuttle & Bailey Mfg. Co. of Canada, Limited

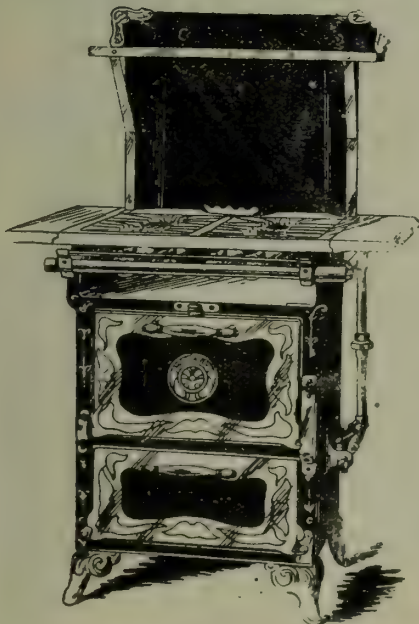
BRIDGEBURG, ONTARIO



Semi-Steel Register

The "McClary" Gas Range

42 Styles and Sizes



STYLE C.—Nos. 56 and 58

Are you searching for a gas range that will satisfactorily meet all demands made upon you, that will satisfy the most diverse tastes and be a sales magnet in your store?

The "McClary" Range is the line you want, it has been thoroughly tested.

Here we have catered to every wish of the housewife and this is the stove that the housewife will appreciate.

—WRITE NOW—

McCLARY'S

LONDON
MONTREAL

TORONTO
WINNIPEG

VANCOUVER
HAMILTON

ST. JOHN, N. B.
CALGARY

Hot Air Furnaces Mean Health

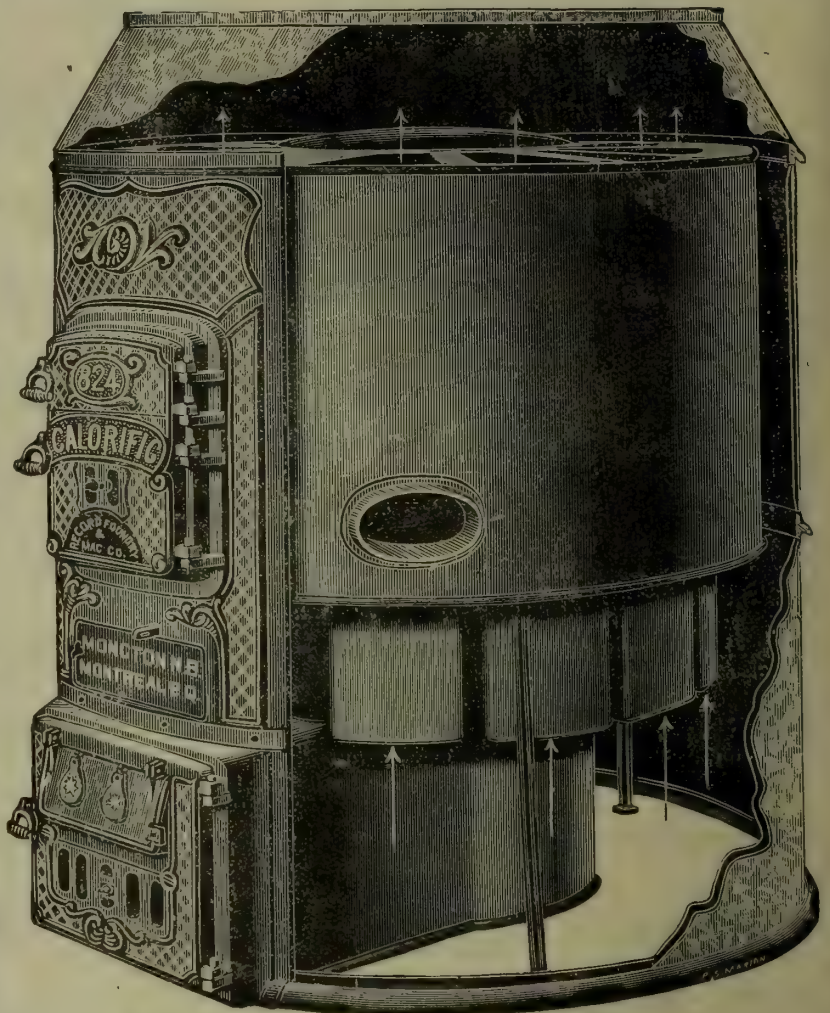
The Calorific—Our Calorific is easily the best warm air furnace made to day. **Easy to say that. Easy to prove it, too. Because behind every Furnace, Stove, or Feed Boiler we sell stands**

Our Guarantee

Then there's money in the Furnace for you. It is no trouble. It brings back satisfied customers. It **aids ventilation** and really saves **lives**. **Architects frequently advise house builders to install the Record Calorific**, because of its all-round satisfaction and perfection.

Why not take the agency for the Record goods for your district? There are so many talking points we can give you and so many real advantages that it is no trouble to convince your good trade it is the most economical and powerful heater made.

Our prices are not made to meet any kind of competition.



Write to-day for particulars, prices, etc.

The Record Foundry & Machine Co., Limited

MONCTON, N.B. : and : MONTREAL, QUE.

Sales agencies at Winnipeg, Toronto, Calgary, Vancouver and St. John's, Nfld.

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy

Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order
Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices
and discounts.

W. D. BEATH & SON, Limited

TORONTO,
Canada



Patent Pending
OPEN



Patent Pending
CLOSED

HAMILTON JEWEL GAS RANGES

FOR MANUFACTURED OR NATURAL GAS



Gas Ranges with Coal Attachments

This Coal Stove can be attached to any of our Gas Ranges and will be found very convenient if the supply of gas is low, if extra heat is required in the kitchen, or for burning paper, etc. We supply legs of different lengths to suit any of our Gas Ranges.

The coal attachment is a complete stove in itself with two 8-inch Cooking Holes, Duplex Grates, Pouch Feed, Damper and Large Ash Pan. Can also be fitted with Waterfront for Heating Boiler.

SIZE OF COAL BURNER :—Top $11\frac{1}{2}$ in. wide, $27\frac{1}{4}$ in. front to back ; Fire-box $7\frac{1}{4}$ in. wide, 17 in. long, 8 in. deep; Ash Pan 6 in. wide, 18 in. long, 5 in. deep.

MANUFACTURED BY

THE BURROW, STEWART & MILNE COMPANY, LIMITED
Hamilton - - - Ontario



The **ECONOMY**

All stove dealers who have seen this stove have pronounced it to be the best in its class.

REASONS WHY

The design is clear, neat and attractive.

It has an ideal fire box, fitted with heavy cast iron linings and heavy duplex grates.

It has a drop oven door, the frame of which is nickelled as well as the medallion on the oven door.

It has a cast iron reservoir end, which gives it a finished appearance.

It is fitted with either a galvanized or copper reservoir as desired.

This stove shows more class, and has more special features and selling points than any other stove in its line.

SPECIALS

We also furnish it with a cast iron hearth with bracket and nickel band on the top.

PRICES

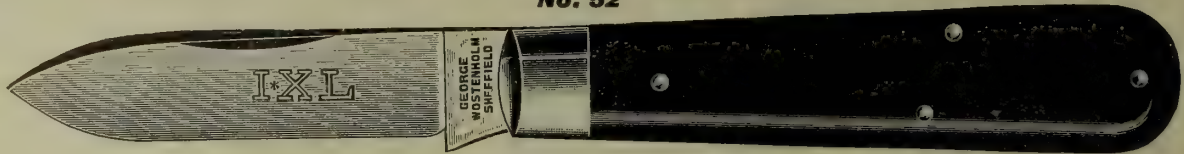
The price to the trade makes it the best stove proposition which you have had for some time.

Correspondence invited, and catalogs for stoves and furnaces will be mailed upon request.

The Down Draft Furnace Co., Limited
GALT, ONTARIO, CANADA

Wostenholm's Finest Sheffield Cutlery

Trade Mark
I-X L (I excel)
No. 52



Most popular Jack Knife in Canada—made in all sizes—with Bone, Coco, Black Horn or Stag Handles.
Every Knife guaranteed. Stocked by all leading Jobbers. Insist on I-XL.

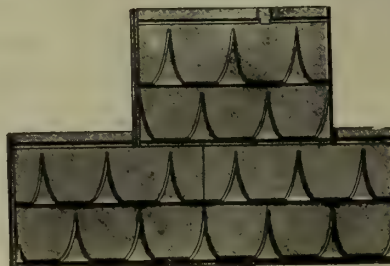
A. MACFARLANE & CO., MONTREAL, Canadian Representatives

THE "CROWN" PATENT LOCK ALL ROUND SHINGLE

Free open side gutter with nailing Flange. Cannot be closed by use or accident.

Perfect top and bottom lock, with nailing flange.

We want an Agent in every city and town. A profitable business and satisfied customers is the experience of the man who handles "CROWN" Shingles and Siding. Write for Catalogue, Sample and price **NOW**.



McFarlane & Douglas, Limited
OTTAWA. :: CANADA

Money saved by using the fastest laid shingle on the market.

Cut this out and mail

McFARLANE & DOUGLAS, Limited
Ottawa, Canada
Please send **FREE** your illustrated Roofing catalogue and latest Price List.

NAME _____

ADDRESS _____



Adds 50%
to the
appearance
of your
store—

and helps sell goods

Progressive merchants are beginning to realize the value of a handsome ceiling as an aid in selling goods. One of our PRESTON Metal Ceilings adds 50 per cent. to the appearance of a store. It assists materially in creating that air of up-to-dateness which is essential in influencing the mind of a prospective customer in favor of your goods. Your neat shelving and counters will appear to greater advantage; your silent salesman will be more effective; when you erect a PRESTON Metal Ceiling. Remember, a common ceiling *subtracts* from the up-to-date appearance of your store, whereas a PRESTON Metal Ceiling *adds* to it. In fact, a PRESTON Metal Ceiling would be a big advertisement for your store. It would be a great assistance to you in selling our metal ceilings, which are profitable for you to handle. Get our book of Colonial, Louis XIV and Gothic designs at once—also our prices, terms, etc.

Metal Shingle & Siding Co., Limited - Preston, Ont.

Branch Office and Factory: Montreal, Que.

Our goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare & Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

Here you are, Gentlemen

ATKINS

Sterling

SAWS

The Finest Manufacturers' Brand

Made for the best mechanics who are willing to pay a fair price for the best tools.



We Help You to Sell

Send your order to your jobber. If he won't supply you, then write to us.

E. C. Atkins & Co., Inc.

Makers of Sterling Saws

Hamilton

Ontario

PAILS!

PAILS!!

PAILS!!!

Dairy and Milk

Below you will find three styles of our many varieties of pails. The Strainer Pail is made in three styles, two sizes each. The Dairy Pail is made in several styles and sizes. The Flaring Pail is also made in several styles and sizes.



Strainer Pail, spout on side.

All kinds of Dairy Pails

We need not eulogise on these—they are the standard of the market.



Dairy Pail, seamless, retinned



IXX Flaring Pail

Dairy Pails with rimmed or
Samson bottoms

Now is the time to order. Let us know your requirements.

London
Montreal

Toronto
Winnipeg

McCLARY'S

Vancouver
Hamilton

St. John
Calgary

METALS

Antimony, Copper,
Lead, Tin, Zinc

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.

W. CHAMPAGNE
Produce Merchant

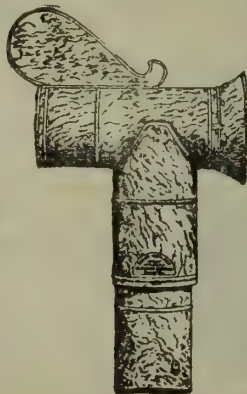
Montreal, Dec. 4th, 190

J. W. HARRIS Mfg. Co., Ltd.,
City.

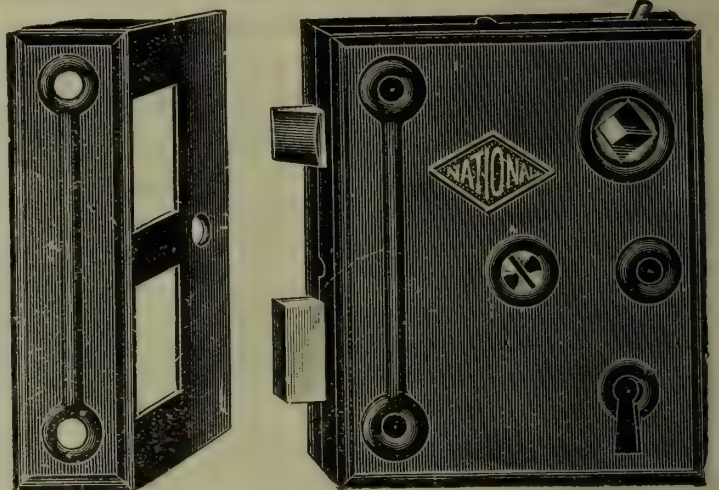
DEAR SIR:
In answer to your letter of 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly

W. CHAMPAGNE
191 St. Paul St.



Made by
The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal



When you are requiring

Steel Rim Locks

Insist on having the

NATIONAL BRAND

They are best, strongest and most durable,

NATIONAL HARDWARE CO., Limited

ORILLIA

ONTARIO

CANADA

GILBERTSON'S COMET Galvanized Sheets

are FULLY EQUAL to any galvanized sheets sold in Canada, irrespective of the BRAND.

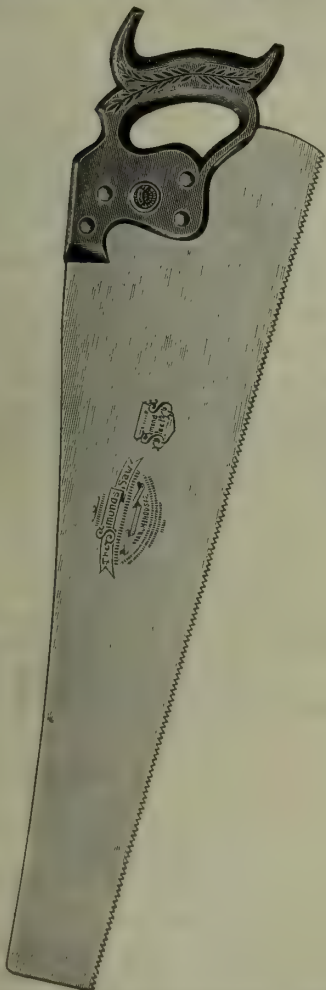
WHY PAY FOR THE BRAND?

Makers, W. GILBERTSON & CO., LTD.,
Pontarawe, South Wales

Agent for Canada

ALEXANDER GIBB,
13 St. John St. MONTREAL

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.
FITCHBURG, - MASS.
Branches throughout the United States and Canada.

THE WORLD'S STANDARD LAMP BLACKS

MADE ONLY BY

THE L. MARTIN CO.

Originators of the famous GERMANTOWN BRANDS. Old Standard, Eagle, Pyramid and Globe So often imitated but never equalled.

Beware of the near GERMANTOWN. Why ever buy the near quality when the best is procurable?

Established 1849.

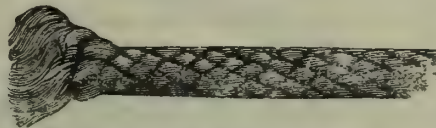
Ask your dealer

New York

Philadelphia

Cincinnati

London, England



Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

HERCULES

Sash Cord

For Sale by all Wholesale Dealers.



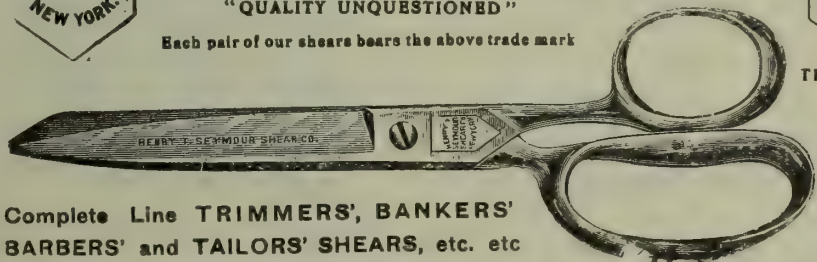
SEYMOUR SHEARS



have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE

Latest catalogue will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc. etc

HENRY T. SEYMOUR SHEAR COMPANY

HILGER, LIMITED, NEW YORK Agents



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters


MADE BY

A. SHAW & SON, - London, Eng.
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CLIPPERS.

PRIEST'S CLIPPERS

THAT'S SUFFICIENT.
 SEND FOR CATALOGUE TO
 American Shearer Mfg. Co., Nashua, N.H., U.S.A.
 Webush & Hilger, Limited, special New York
 Representatives. 106-110 Lafayette Street

EMERY WHEELS.


Canadian Hart Wheels
 442 Barton St. East, Hamilton
 Corundum and Emery Wheels
 Grinding Machines, Beaver
 Oil Stones.

FILTERS.

Anti-Splash Tap Filters
 The "Galvo" Filter and Water Steriliser
 "Perfection" Fire Extinguishers
 There's good money in them for hardware dealers.
 Write for Prices.
The Anti-Splash Filter Co.
 OWEN SOUND - - - ONTARIO

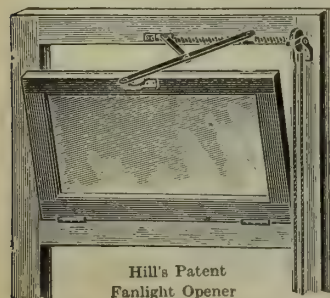
FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
 Will close a door silently against any pressure of wind
 Has many working advantages over the ordinary spring
 and has twice the wear. In use throughout Great Britain
 and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
 Hospital St. - - - - Birmingham

JAMES HILL & CO., LTD.

Cable: James Hill, London.

IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent
 Fanlight Opener
 from 2/9 each.

Hill's
 Patent
 Locks,
 Hinges,
 Anti-Panic
 Bolts

and all kinds
 of Fittings
 and Hard-
 ware.
 Castings,
 etc.

100A QUEEN VICTORIA STREET
 LONDON, ENGLAND

GLASS CUTTERS.


Barrett's Standard Glass Cutters
 in 22 different styles.
 Order from your jobber or write direct.
W. L. Barrett, Mfr., Bristol, Conn.

MALLEABLE IRON.

Malleable Iron Castings
 Carriage and Agricultural Castings,
 Axle Nuts, etc., etc.
 Manufactured by
P. KYLE, Merrickville, Ontario
 Catalogue furnished on application

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.
 WESTERN DISTRIBUTORS
 Wholesale Commission Merchants and Manu-
 facturers' Agents. Cars Distributed, Warehoused
 and Forwarded. Warehouse on Trans-
 fer Track. Business solicited.
 OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

Birkmyre's Waterproof Horse Covers
 SOLE MANUFACTURERS
The Gourock Ropework Export Co., Limited
 (of Scotland)
 Montreal. 28-30 St. Peter St.
 Winnipeg; 132-134 Portage Ave., East

ALEXANDER GIBB
 Manufacturers' Agent and Metal Broker,
 13 St. John Street, Montreal
 ———
 Representing Canadian, British and American
 Manufacturers. Correspondence invited from
 firms wishing to be represented.

J. M. KAINS & CO.
 MANUFACTURERS' AGENT
 83 Pender Street W., VANCOUVER, B.C.
 Open to represent a first-class Hardware
 Specialty. Highest References.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO.,
 Manufacturers' Agents
 Building Supplies and Building Hardware
 831 Powell St. VANCOUVER, B.C.
 Correspondence Solicited. Highest References

We have competent Salesmen.
 Best Facilities for Distributing and Storing
M. B. ANTHONY & CO.
 MANUFACTURERS' AGENTS
 503 Mercantile Bldg. VANCOUVER, B.C.
 Correspondence solicited.

THOMPSON & GUNN
 333 Gore Avenue, VANCOUVER, B.C.
 Famous "RELIANCE" Hot Water BOILERS
 and "IDEAL" Hot Air FURNACES
 MODERN "ALASKA" STEEL RANGES
 Cooking and Heating Stoves
 WRITE FOR PRICES

P. R. CUMMING
 Manufacturers' Agent
 Hardware, Hardware Specialties
 Housefurnishings Woodenware, Etc.
 Car Shipments a Specialty
 Correspondence Solicited
 347 Pender St. W. - VANCOUVER, B.C.

METAL PRODUCTS.

Established 1880
NEITHER FICTITIOUS NOR EXORBITANT
 ORDER AND USE
LANGWELL'S BABBITT
GEORGE LANGWELL & SON, Makers, MONTREAL

NAILS.

JAMES PENDER & CO., Ltd.
 ST. JOHN, N.B.
 Manufacturers of
 "ACME" Coated Wire Box Nails, and
 Galvanized Wire Nails, also "STANDARD"
 Toe Calks—Blunt and Sharp
 Horse Shoe Nails, Etc.

HARDWARE AND METAL.

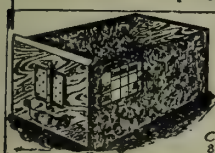
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
**BENNETT STEEL
HARDWARE SHELF BOX**
Saves 20% Shelf Room
over wooden boxes.
Write for Catalogue and Price List
CAMERON and CAMPBELL
83 Richmond St. W. Toronto.

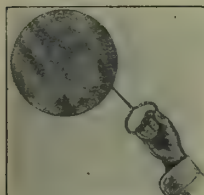
EMERY WHEELS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well japanned, strong and light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN



Hardwaremen, sell your Cheese Factory a set of our patent Ste-l-tinned followers, they take the place of the dirty wooden followers. Our-are more sanitary, will not warp and will wear out a dozen of the wooden kind.

JAMES & REID
Sole Owners & Manufacturers
Perth, Ontario

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits, vegetables, disinfectants.

SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. - TORONTO

SNAPS.

"QUEEN" LOOP SAP



No. 900—Another addition to our line.

COVERT MFG. CO., TROY, N.Y., U.S.A.

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.

Our New Phone No. Main 7930

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



**ARMSTRONG UNIVERSAL
RATCHET**
Two inches of motion
at end of handle, in
any direction,
will drive the
drill

Armstrong
Bros. Tool Co.
106 N. Francisco
Ave Chicago, U.S.

VENTILATORS

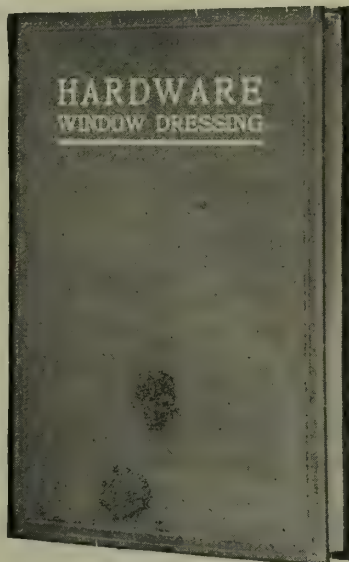


Ventilators and Chimney Cows
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your
WIRE GOODS
from
CANADIAN SALES & MFG. CO
Factory 55 St. Paul Street
Office 107 St. James Street
MONTREAL



An Attractive Window Draws Trade

Every merchant should know how to dress his window, as a good window display gives excellent results for little expenditure. He can acquire this knowledge through "HARDWARE WINDOW DRESSING," the only book published devoted exclusively to this subject. It shows how to make permanent backgrounds and how to display all the different articles handled by the Hardware Merchant. Every display is the work of an expert. There are 256 pages and over 300 illustrations with working descriptions.

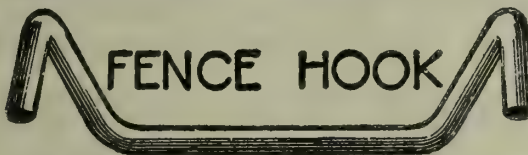
SENT TO ANY ADDRESS
ON RECEIPT OF **\$2.50**

(Write for descriptive circular)

Technical Books, 10 Front St. E., Toronto

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences

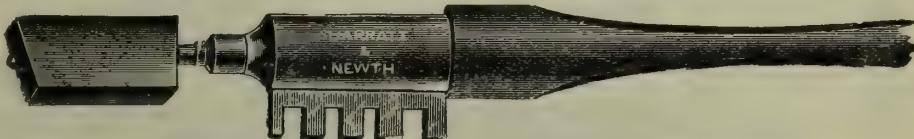


WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED, CLOTHES
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited. - London, Ont

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from the principal Dealers in Glass, Hardware and Painters' Supplies.
Contractors to H. M. Government and the principal English Sheet and Plate Glass Works

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS

Works: Don Speedway, also Victoria St.,

TORONTO

H.A.R.D.W.A.R.E.M.E.N.

Protect your best interests by selling
The Canada Metal Co.'s

Babbitts, Solder, Etc.



This Factory behind the

These will give the user every satisfaction
and hold your trade, because they are
honestly made.

The Canada Metal Co., Ltd.

TORONTO

Reputation is an Essential Qualification to Successful Business

*"DOMINION" products have a reputation of 30 years standing,
which is recognized throughout our land.*

"Dominion Special" WOVEN FIELD FENCE

"The Landmark of the Future,"

is our latest manufactured product, and the extent of its success is inestimable.

We also manufacture

**WOOD
WIRE**



**SCREWS
NAILS**

Barbed, Galvanized, Coiled Spring, Annealed-Oiled and Annealed,
Fence Staples, etc., etc.

A "MIXED CARLOAD" of these commodities would take care of your SPRING ORDERS.

Dominion Wire Manufacturing Co., Ltd.

MONTREAL

Established 1880.

TORONTO

Grand Rapids, Mich., May 15, 1910.

TO OUR CUSTOMERS:—

Again we present our usual Fan Offer, which goes into effect to-day, remaining in force until July 15th. With each dozen "CYCO" or BALL BEARING sweepers ordered in response to this offer and shipped before July 16th, we will include free one hundred good quality folding Jananese Fans.

Of course, where we already have a dealer's order for high grade "Cyco" or Ball Bearing sweepers to be shipped between May 15th and July 15th, the fans will be included just the same as if you ordered sweepers in response to this letter.

As this offer is made to stimulate trade during the hot season, you will understand that we cannot furnish the fans on account of orders received and shipped prior to the date of this letter.

Also please bear in mind that we cannot undertake to print dealers' names on the fans. You can put your name on the fans easily with a rubber stamp.

Trusting you will see wherein the fans will be of benefit to you in passing them out to your customers, and that we may be favored with your order, we remain,

Yours truly,

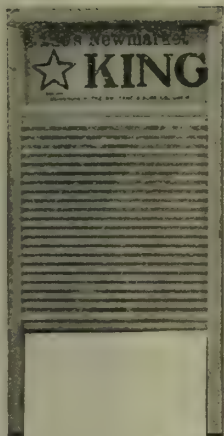
Branches—

New York (Eastern Office),
Salesroom and Export Dept.,
25 Warren St.
Niagara Falls, Canada. Factory.
Paris, France.
London, England.

Bissell Carpet Sweeper Co.

ROBT. E. SHANAHAN,
Secy. and Gen. Mgr.

京
人
形



It Pays To Sell Cane's Washboards

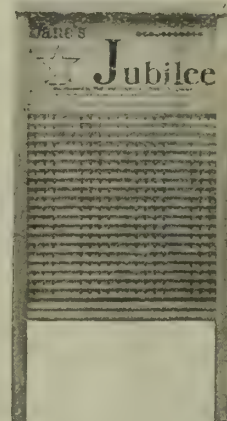
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask Your Jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.



AWARD OF THE ELLIOT CROSSBON GOLD MEDAL given by the Franklin Institute for Superiority Over All Other Files Tested



TO THE DREADNOUGHT PATENT MILLING FILE

For the most meritorious invention of the age: On cast iron 29 commercial files were tested and the best removed 20.6 inches. A Dreadnought removed 143.75 inches. Four were tested. High carbon Steel, the best commercial file, removed 6.4 cubic inches. The Dreadnought removed 25.8 cubic inches.

DOES THIS MEAN ANYTHING TO YOU: The Dreadnought files are made with backs and handles also with tang in fine cut for Mill and Saw Work. Horse-shoeing tools in plain and tanged. If the goods are wrong you get your money back

Manufactured by

The J. H. Hanson Tilley Co., Ltd., 422-424 St. Paul St., MONTREAL, P.Q.

AGENTS: Vancouver, B.C.—Flock & Thompson. Winnipeg, Man.—Bissett & Loucks, Limited. Hamilton, Ont.—Frank Radigan. St. John, N.B.—The Jas. Robertson & Co. Halifax, N.S.—Austen Bros. St. John's, Newfd.—Angel Engineering & Supply Co., Limited.

PLUMBERS' SUPPLIES



Our Range of these Goods covers everything for the Bath Room, Kitchen and Laundry.

**Baths, Lavatories,
Sinks, Laundry Tubs,
Range Boilers - Soil
Pipe and Fittings.**

If you've had trouble with your compression taps—Try the J.M.T. "Cushion Disc" tap. They are made to last.



J.M.T.
"Cushion Disc"
Bath Cock

Prepare for the warm season by getting a sample portable Bath Shower.



No. 6368

We have a few of this style at a special price.

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, :: :: Toronto

A Live Hardware Merchant

is always on the lookout for more business. If you look at your Greening Catalog you will be surprised at the number of possible customers for wire rope in your locality, so varied are the uses of wire rope.

GREENING'S WIRE ROPE

is the best rope made. We make it in all sizes and all grades for all purposes. And remember—whenever you sell Greening's Wire Rope you can also sell Greening's Rope Grease.

Greening's Wire Goods are sold by all the leading jobbers. Ask yours. If you haven't got the 1909 Greening Catalog, write for a copy to-day.

The B. Greening Wire Co., Limited

Hamilton, Ont.

Montreal, Que.



Here is an advertisement you certainly should read

Our selling campaign for 1910 is now in full swing. It is the most comprehensive we have yet undertaken.

Large advertisements, some of which are one-page size, are appearing in the leading farm papers. They are creating great interest in Brantford Roofing, resulting in an increased demand.

Inquiries received from these ads. are referred to the nearest Brantford Roofing agent, who makes the sale. We co-operate, but do not compete, with our agents.

"Brantford" "Roofing"

Another feature of the selling campaign is the series of retail ads. which we have prepared for dealers' use in their local papers. These are business-getting ads. It will pay you well to use them.

In addition to this we have neat samples of Brantford Roofing for distribution through dealers, as well as handsome catalogs, circulars, etc.

But there are other features of our co-operation selling plans, which we prefer to explain to you direct. Therefore, we advise you to write us this very minute. Simply say: "Send me complete particulars of your selling campaign for 1910." They will reach you promptly, provided there is no other dealer already appointed our agent for your town. *We sell only through one dealer in each town.*

Brantford Roofing Co., Limited, Brantford, Ontario

Winnipeg Agents: General Supply Co. of Canada, Limited.

Montreal Branch: 9 Place D'Youville.



Mistakes? Oh, yes! We make them, but we try very hard not to make the same mistake twice. You may have been offering your customers another make of pumps and we suggest that you get right by adopting

**MCDUGALL
PUMPS**

which are Standard Pumps, and you will prevent that repetition of mistake.

Our Catalogue Explains.

The R. McDUGALL CO.

LIMITED

Galt, Canada

Simplicity of Gearing

is a leading feature of the

"Winner" Rotary Washer

which is not at all liable to get out of order.



The main shaft runs on roller-bearings, which carry all the weight and make the machine very easy-running. The inside is widely corrugated, and the whole machine is strongly built and attractively finished.

A strong-selling line you can handle profitably.

Write for Catalogue and Prices.

J. H. Connor & Son, Limited
OTTAWA, CAN.

Stop Those Smoky Chimneys

HOW? Let's tell you. We have a fireclay chimney pot that will prevent the down draft absolutely. That means much to all your customers. It can be obtained **glazed or unglazed, round or square and will fit any sized flue.**

The name is "**Edwardian**," and they are used in all the Royal Palaces and Government buildings exclusively. Behind it is the fact that the Canadian Government have ordered them as well.

You can tell your people all that **no smoky chimneys can exist where this chimney pot is used.** Write for agency to-day. We also sell—

Special Paints for Iron Work; also Enamels and Varnishes

and a variety of other builders' lines all made in England but delivered promptly to you if you order now.

OUR LINES ARE SPECIFIED BY THE LEADING ARCHITECTS

The architect generally knows the difference, so that you cannot lose. To-day is the day to write.

The International Supply Company

140 MANSFIELD STREET,

MONTREAL

The BURMAN No. 17 POWER CLIPPER

Fitted with the
Burman Clipping
Head.

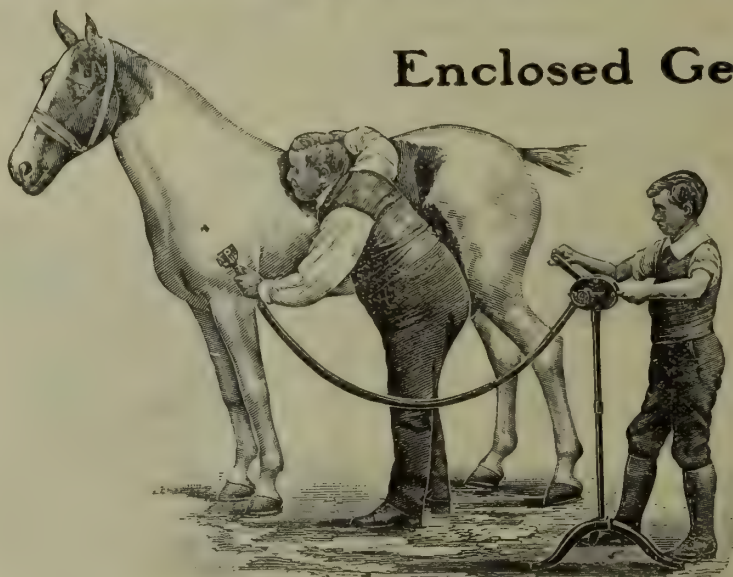
Cuts over three
teeth.

Rapid work.

Takes the heaviest
coat.

Anti-frictional
Tension Device.

Easy Working.



Enclosed Gear Type

Increased speed,
geared up faster
than any machine
of this type on the
market.

All gears cut from
the solid bar.

**6-Foot Flexible
Shaft.**

THE BURMAN No. 17 AT WORK

B. & S. H. THOMPSON & CO., Ltd., St. Paul St., MONTREAL

SOLE CANADIAN AGENTS

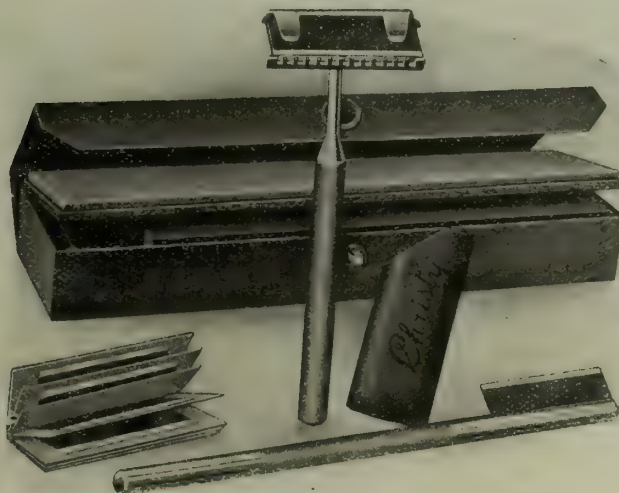
THE "CHRISTY" SAFETY RAZOR

British Manufacture Throughout

THERE IS
A
Good Margin

IN THIS
FOR
Hardwaremen

ASK FOR
Trade Discounts



Complete in Case,
WITH
Six Sheffield
Steel Blades,
Strop-Holder,
and Strop.

RETAIL PRICE:
\$1.50

The "CHRISTY" Outfit.

Manufactured by **Christy Safety Razor Co., Ltd.,** 147, Queen Victoria Street, LONDON, ENGLAND.

H&R ARMS CO

- ¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.
- ¶ For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.
- ¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications: 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¼ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

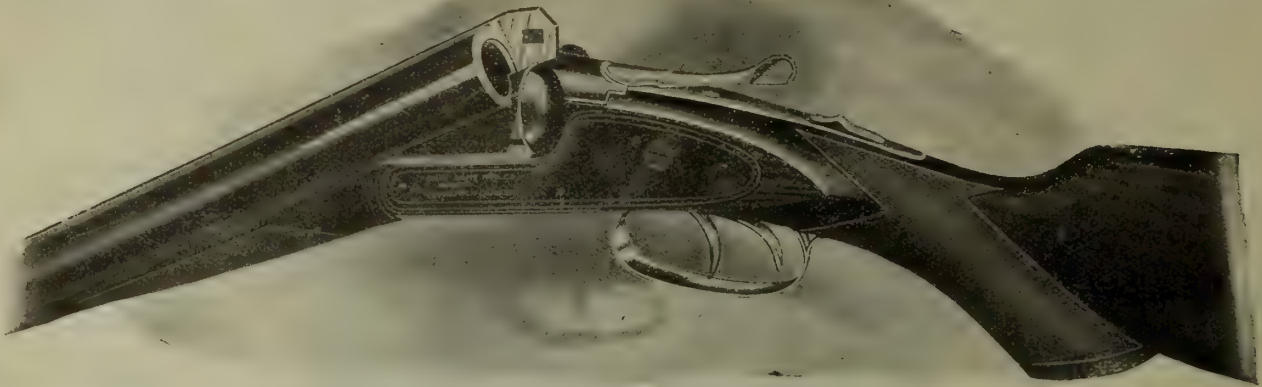
¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

No. 55 Grade

List Price, \$55.00



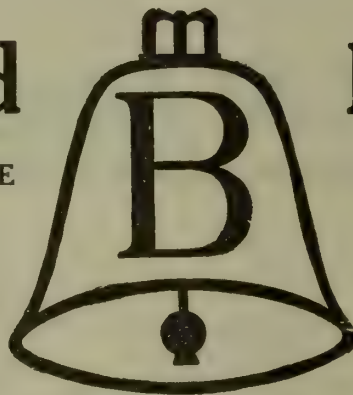
One of the Guns We Make in Canada

If your fall order does not include Tobin Guns—**Do It Now.** Your customer will ask for them, they represent the best you can sell at any price. Every Tobin Gun is built to sell another.

Tobin Arms Manufacturing Company, Ltd.
Woodstock, Ontario

Bell Brand

TRADE



REGISTERED

Horseshoes

MARK

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	-	BELLEVILLE
Toronto Bolt and Forging Company, Limited	-	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited	-	GANANOQUE
Brantford Screw Company, Limited	-	BRANTFORD

Head Office

TORONTO, ONTARIO

"Safe-Lock"

and

"Canadian Monarch" Fences

We can fit you out with both a "staple" lock and a "wrapped" lock fence of all number Nine wire. No other one fence company in Canada is so situated and prepared to meet all requirements, and those who handle our two lines of fencing have as complete a variety as if buying from two or more firms.

Write us for particulars and agency for Fence, Gates, etc.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

BANDON SAFE-LOCK FENCE CO.

BRANDON

MAN.

MADE IN CANADA

SUPERFINE LINEN RECORD

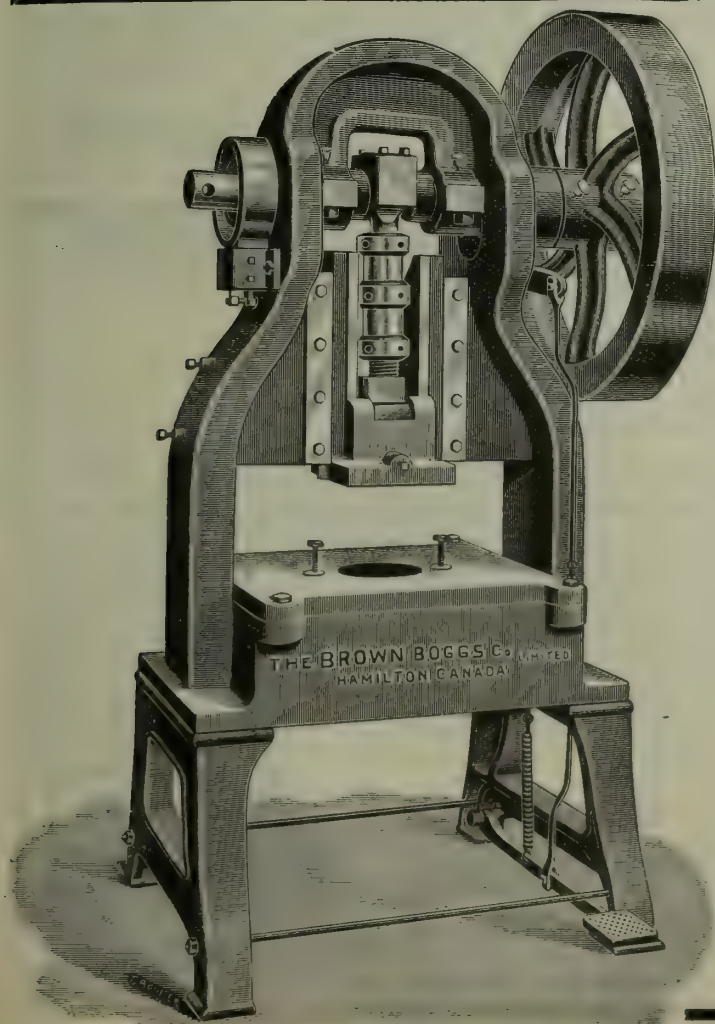
For all Commercial Purposes,
Blank Books, Loose Leaf Sheets
and Letter Heads.

Superfine Linen Record will
give you perfect satisfaction.

Envelopes to Match.

Send for our new sample book.

THE ROLLAND PAPER COMPANY, LIMITED
MONTREAL, P.Q.



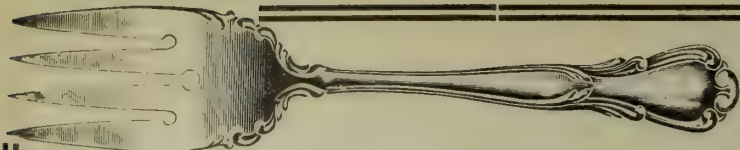
THERE IS A REASON

why our **press department** is working
night and day. Ask any of the **up-to-date**
manufacturers of stamped ware. **They know**. If **you** are interested
write for catalogue and particulars.

B. B. & Co. Presses **LEAD** everywhere.

The Brown, Boggs Co., Ltd.

HAMILTON, : CANADA



A Profitable Pair

Cuts illustrate two lines which you can handle most profitably—the

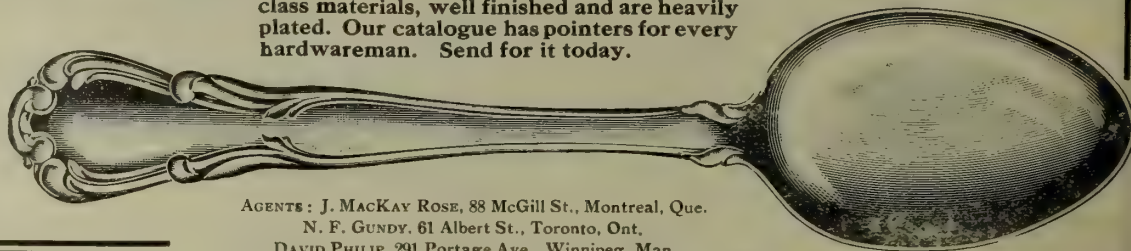
“LEONORA” Cold Meat Fork and Teaspoon

They are artistic in design, of first

class materials, well finished and are heavily plated. Our catalogue has pointers for every hardwareman. Send for it today.

**McGlashan,
Clarke Co.,
Limited**

**Niagara Falls
Ont.**



AGENTS: J. MacKAY ROSE, 88 McGill St., Montreal, Que.
N. F. GUNDY, 61 Albert St., Toronto, Ont.
DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

There's a



BRYAN BRUSH

for every requirement of the painting trade, and you'll find them unequalled in quality and finish. Handle a full range of Bryan's Brooms and Woodware. These lines are regular and profitable sellers, and will draw much of the family trade to your store. Catalogue to every responsible dealer on request.

Thomas Bryan, Limited, London, Canada

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton

Simonds “Crescent Ground” Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd.

Montreal, P.Q., Vancouver, B.C., St. John, N.B.

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W. Cox, Geo. A. Morrow,
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	\$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

THE IDEAL LAWN MOWER GRINDER

Will grind a Lawn Mower perfectly in 15 to 30 minutes, makes every blade keen with just the right angle and a perfect clearance, each blade is sharpened alike, so that the lawn mower will run and cut easier than when new. We cannot begin to enumerate all its advantages here. Order one to-day, and when established you will control the business. Made to drive both by hand and power.

Manufactured by

R. Woon & Co., Oshawa, Ont.



Who reaps the benefit?

Sell Genasco Ready Roofing and everybody is benefited.

Your customer benefits by being completely and lastingly protected from the weather. Genasco is made of Trinidad Lake asphalt—Nature's everlasting waterproofer, which has defied the storms of centuries.

You benefit by the satisfied customers that Genasco makes for you; you benefit by our persistent advertising in magazines and agricultural papers.

Your jobber benefits by your increased patronage, made necessary by the wants of your customers.

We benefit by making roofing of proven and enduring quality.

Isn't it worth while to sell the roofing that increases your goodwill and gives real satisfaction?

Write for samples and full information.



THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world

PHILADELPHIA

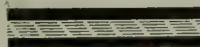
New York

San Francisco

Chicago

Roofers' Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J.L. LaChance, Ltd., Quebec.

Cross-section; Genasco Smooth-surface Roofing



Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt

Genasco Ready Roofing

Mineral or smooth surface Roofings

THE KANT-LEAK KLEET makes water-tight roof-seams without cement—an added benefit for Genasco users.



Montreal Branch

EVERY manufacturer or shipper of merchandise is interested in quick and unfailing delivery of shipments after leaving the factory. If no consideration is given to the quality of tag used, ten chances to one a weak tag will be used on a heavy shipment with the usual result of tag being torn off and destination lost.

If you are a shipper of heavy merchandise use a good strong tag. If a shipper of light merchandise use a tag to correspond.

WRITE FOR EXPERT TAG ADVICE.

Southam Limited
PUBLISHERS AND PRINTERS

Tickets—Tags—Labels—General Printing
Color Printing—Embossing and Folding Boxes
Hamilton — Toronto — Montreal — Ottawa — Calgary

**ORNAMENTAL
IRON WORK
WIRE CLOTH AND
WIRE GOODS**

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish. **Inquiries Solicited.**
CANADA WIRE GOODS MFG. CO.
HAMILTON

O.K. THIMBLES

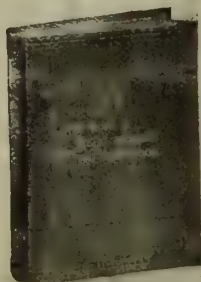


These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

THE NEW METAL WORKER PATTERN BOOK

By GEO. W. KITTREDGE



The most complete work for sheet metal pattern cutters. It presents a thorough course in all branches of Pattern Cutting. The contents are arranged as follows:—Terms and Definitions; Drawing Instruments and Materials; Linear Drawing; Geometrical Problems; Principles of Pattern Cutting; Pattern Problems, including Miter Cutting, Flaring Work and Triangulation.

430 Pages,

744 Illustrations.

Size, 10 x 13 inches.

Sent to any address on receipt of \$5.00.

Write us for our catalogue of Metal Working Books, containing description of this work.

TECHNICAL BOOKS,

10 Front St. East, Toronto, Canada

**You May Become a Practical
Window Dresser For \$2.50**

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

26 Pages

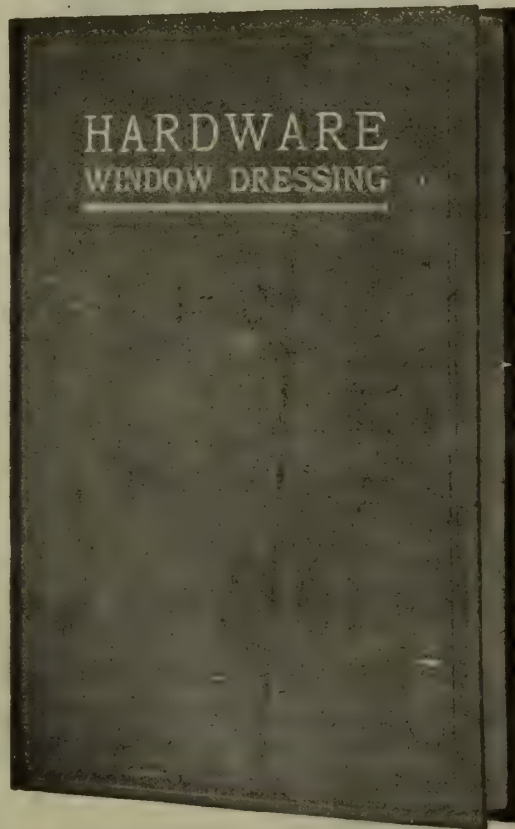
8x11 Inches

300 Illustrations

Price \$2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 10 Front St. East Toronto



ANYTHING
IN
STEEL
OR
WIRE

We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

**UNITED STATES STEEL PRODUCTS
EXPORT CO.**
MONTREAL



CHEER UP!

Cherry season brings brisk business to the dealer who shows

"Enterprise" Cherry Stoners

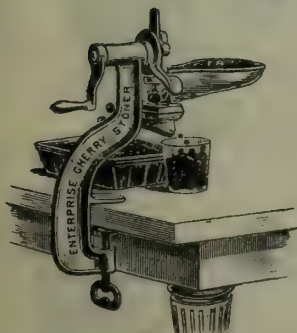
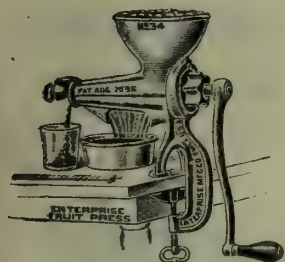
Make your stock complete *now*—foresight is better than hindsight. For a quarter of a century the demand has increased year by year for "Enterprise" Specialties—they are as staple as wire nails. You can't make a mistake by having "Enterprise" Cherry Stoners ready for the first woman who rushes in to get one while her cherries wait. You will surely make a mistake if you don't *stock up*. And while you are about it, see that you have also the "Enterprise" Fruit, Wine and Jelly Presses.

The Enterprise Manufacturing Company of Pa.
Philadelphia, U.S.A.

21 Murray Street, New York.

544 Van Ness Avenue, San Francisco

Also makers of the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons; Raisin and Grape Seeders; Self-Priming and Measuring Pumps; etc.



Dominion
IMPROVED & PROVED
Ammunition



WHEN a man fills his belt with ammunition he should assure himself that each cartridge is as perfect as human skill, ingenuity and careful inspection can make it.

DOMINION metallic ammunition is that kind. Made by Canadians for the whole world.

PRICES are right, goods are right. A new box free for every misfire of present product.

Dominion Cartridge Company, Ltd., Montreal

KEMP'S Novelty Refrigerators and Galvanized Ice Boxes, Oak Grained

Just the article needed for Summer Residences or Camps



Novelty Refrigerators

No	2	3	4
Inches	19 x 13½ x 13½	23 x 17 x 16	27 x 19½ x 19½

Ice Boxes

	Small	Large
Dimensions	20½ x 14½ x 14½	28 x 16½ x 16½



Prices on application

KEMP MANUFACTURING COMPANY

Corner Gerrard and River Streets, Toronto, Canada

THE KEMP MANUFACTURING AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MANITOBA

THE KEMP MANUFACTURING CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUEBEC

Suggestions for Seasonable Window Displays

Lines to Show in May and June—A Good Paint Window—Two Simple Ideas For Moving Displays—Wedding Gift Windows Timely — Prize Offered for the Best Display.

Next to the Christmas season there is no time in the year when the hardware store window offers such selling possibilities as during spring months, when the women can be appealed to with housecleaning requirements, the householder with paints, garden tools, seeds, screen doors, lawn mowers, etc., the mechanic with tools and the sportsman and small boy with fishing rods, baseball, lacrosse, football, tennis, golfing and camping supplies.

This is a busy season for the hardwareman and too often the window is neglected and its selling power lost by the failure to change the display. A busy hardwareman would be foolish to lay off one of his best salesmen when trade is lively, yet that is what the merchant does who neglects his window at this season.

Not only should the displays be changed, but with so many different classes of goods selling they should be changed often at this season in order to turn over as large a quantity as possible of each class of goods.

May is the great housecleaning month and an "enemies of dirt" display can be put in the window without much trouble, combining housecleaning and gardening tools such as galvanized washtubs, mops, brooms, brushes, paint specialties, stepladders, clothes line, rope and pegs, rakes, spades, hoes, lawn mowers, lawn hose, nozzles, etc. The outline for such a window is shown in the accompanying sketch, each window trimmer varying the arrangement according to his stock. Price tickets and window cards should be used freely in order to encourage customers to cast aside last year's broken

tools and start this year's labors with new equipment.

Appeal to the Women.

The women customer should be particularly appealed to in order to impress

home, lawn and garden clean with the least possible expenditure of energy. If hand or electric vacuum cleaners are kept for sale one might be put in the window with a pile of dirt sucked from the carpets of a single house. Or if the



Paint Window Shown by The Whitten Co., Bracebridge.

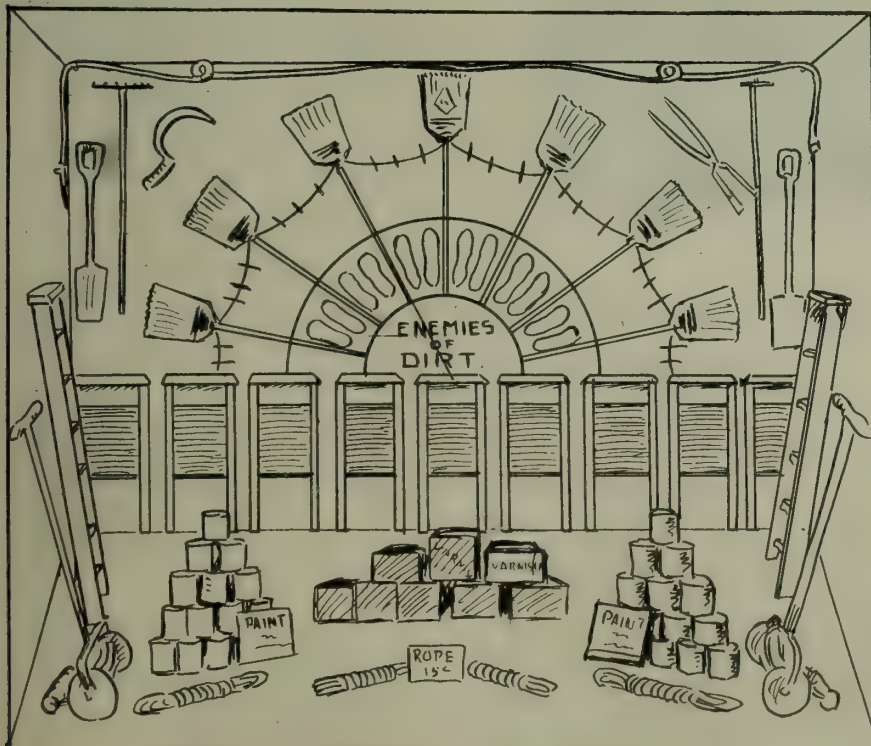
upon her the fact that the hardware store is the place for her to look for articles intended to help her keep the

cleaners are rented out by the day the pile of dirt may still be used to encourage customers to buy or rent. The important thing is to win the friendship of the women. This done power washers, fireless cookers, kitchen cabinets, self wringing mops, electric irons and similar articles can be brought to their attention.

During May and June attention should be given to gas, gasoline and coal oil stoves, refrigerators, ice cream freezers, water filters and coolers, and new articles for use in preparing or serving food. A good trade can be done if these goods are featured in the window. Garbage cans can also be advertised for their good qualities in keeping papers and dirt from being blown around the yard as well as for their sanitary qualities. A plan adopted to advertise refrigerators in an Ontario town last summer was to place a refrigerator in the window on Monday morning, fill it with ice and offer it as a prize to the customer who made the closest guess to the time the ice would be all melted. Every person guessing had to make at least a 5 cent purchase in the store, but only one guess was allowed to each customer.

Paint Displays Pay.

Few articles in the hardware store lend themselves so readily to window displays as paints and brushes. Paint manufacturers, too, are free with signs, etc., for use in making the displays effective. The paint cans, with their at-



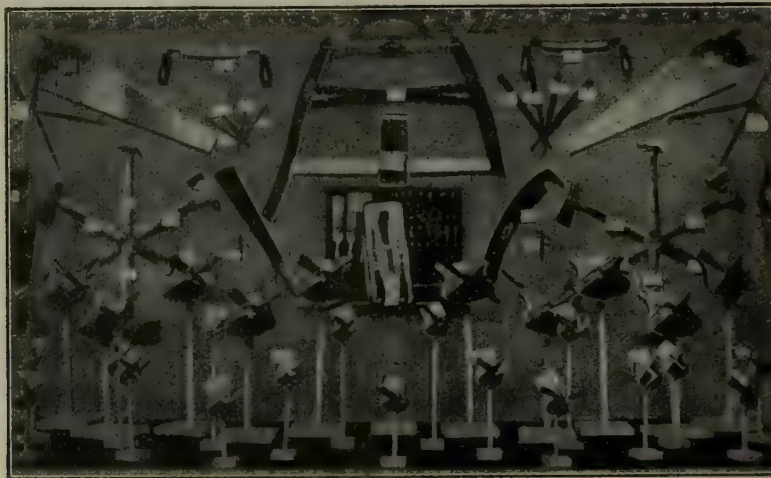
Display of Housecleaning, Lawn and Paint Lines.

tractive labels, can be arranged in very attractive pyramids, while dry colors and color cards can also be used to advantage. Brushes, too, can be tacked on cheesecloth or hung in poultry netting very effectively. To show enamels or varnish an old table or chair might be secured, half of it sandpapered and a demonstration made of the "before and after" effect of the half varnished piece of furniture.

The Whitten Co., Bracebridge, in the accompanying display have a neat arrangement in which manufacturers' signs play an important part. White paper was used for the background with a fan-tail brush display in the centre. Two pillars of paint cans were arranged on the sides, one of house colors and the other of floor paint, color sticks surmounting each pillar. In front of these carriage paints, wood-lac stains and specialties were arranged with color cards, etc. Mr. Whitten writes: "The window received a good deal of local comment, and we are being repaid for our time and trouble in getting up the display by our increased paint sales. We endeavored to avoid overcrowding and emphasize one thing at a time."

Tool and Cutlery Window.

A novel feature in hardware window display is shown in the accompanying picture of a window trimmed by V. H. Keeler for Ramsay & Frenay, easels being used to show off the cutlery. Shields cut out of half-inch lumber were mounted on the easels and on each easel



Novel Arrangement of Cutlery Displayed on Easels.

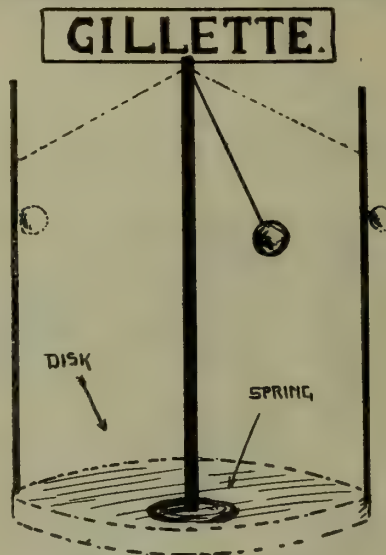
pocket knives were shown, the general effect being much better than if the display had been made on the floor of the window. The background was made of boards, covered with blue crepe paper, on which a variety of tools were fastened by means of brass cup hooks.

Simple Mechanical Devices.

G. A. Mackenzie, Ontario sales representative for the Gillette Safety Razor Co., Montreal, gives the following description of a simple mechanical contrivance used by a Port Arthur merchant to draw attention to a display of Gillette safety razors in his window.

A watch spring was attached to a stick and placed under a round piece of wood through the centre of which the stick projected. At the upper end of the stick a Gillette sign was inserted and below this was a string carrying a wooden ball, the string being long

enough to allow the ball to extend an inch or so beyond two shorter sticks attached to the outside of the wooden base. This done the spring was wound up sufficiently to allow the centre axle



Perpetual Motion Display.

stick to revolve and throw the ball outward until the string struck the outer stick, the force causing the ball to encircle the upright several times. Then as the ball and string uncoiled and its hold upon the stick loosened the spring in the base contracted, the force caus-

trimmer who is handy with tools. In connection with a razor display a window card might be used such as "Our razors shave as easy as this ball revolves." The device can of course be used with other classes of goods.

Another simple mechanical window, described in Popular Mechanics, can be arranged by attaching an electric fan to a socket in the window and directing its current of air to strike upon the sides of a tumbler set on a stand in the centre of the window. Resting on the bottom of the inverted tumbler, as shown in the sketch, should be a cork in the sides of which should be three or four knives with wide blades and of a similar weight so they will balance properly. If the fan is concealed behind some larger object in the window spectators will be puzzled to know what occult power causes the knives to revolve, and advantage can be taken of this conundrum to draw up a suitable window card drawing attention to the other articles on display.

A WEDDING GIFT WINDOW.

The last week in May will be an opportune time for hardwaremen to make a showing of wedding gifts in the window. Silverware should, of course, be featured along with cut glass, and carvings, sets, table cutlery, etc., are always good sellers for wedding presents. In the opposite window a model kitchen or a stove and kitchen ware display might be made, or with a little ingenuity a "kitchen shower" display might be arranged.

In connection with these displays items might be inserted in the local papers drawing attention to the special displays of wedding gifts. "Suggestions for wedding gifts" is a good catch phrase.

HAD TO CALL POLICE.

As an evidence of what a mechanical window display will do, it is noteworthy that the police had to interfere with the traffic in front of the Ashdown retail store last week, after W. J. Ilsey had finished decorating a cutlery and safety razor window. Two dummies were on display in the act of shaving, which was at the same time suggestive and amusing. The moving figures served to draw attention to the goods that were neatly arranged on the floor of the window.

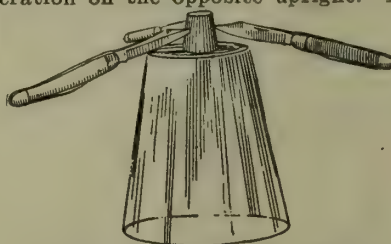
PRIZE FOR BEST DISPLAY.

A cash prize of \$5 is offered for the best photo of a hardware window display received before July 1, 1910.

The window can be of any class of seasonable goods, such as house-cleaning utensils, lawn and garden goods, paints and brushes, sporting goods or camp supplies, mechanics' or farmers' tools, builders' hardware, gas or oil stoves, kitchen ware or wedding gifts.

The competition is open to any hardware merchant or clerk in Canada, and the picture of the winner will be published in the Stove and Western Number of Hardware and Metal to be published in July. Address:

"The Editor,"
Hardware and Metal, Toronto.



Knives Revolve on Tumbler

device was practically a perpetual motion affair and at each change of the ball from post to post the sign on the top of the axle changed, the attention of passers-by being drawn to the goods in the window.

The contrivance is a simple one and can be put together by any window

The Opportunity of the Sporting Goods Department

Now the Season has Started the Dealer Must Get After the Demand—Feed the Sportsman's Appetite by Good Advertising—What a Good Sporting Goods Department Does For a Store—The Value of Looking After Gun Clubs—The Dealer Should Not Neglect the Camper Out—A List of Automobile Supplies for the Hardware Store.

The merchant has already commenced to feel a steady call for fishing tackle, baseball outfits, and during this month lacrosse, tennis, golf, yachting and boating supplies will be included. It is up to the dealer to make the most of his opportunities. If he is content to sit down and let the business come after him, he will be lucky if he gets out ahead of the game at the end of the year. It is not enough to have a good stock, it is not enough to start the season with a fine window display, never to repeat it. In these days of competition, when it is so easy for the sportsman to get what he wants without visiting his hardware store, the merchant cannot go to sleep. He must get after the demand. He must pull the sportsman by the sleeve, and say, "Step right in. You do not think that you want a new rod or new bat, or a better canoe, but I know that you do." And it is astonishing how the merchant can make the man a convert to his way of thinking.

How can this be done, you will say. By forcing the attention of the community to the goods that the store is carrying, by feeding the desire that all men have, and especially sporting ones, to possess the best article on the market. As a woman will buy the best flour because she knows it will make the most appetizing cake, so the sportsman will buy the best line, or whatever it may be, because he knows that it will enable him to get the most enjoyment out of his pursuit. This is where the value of good advertising, and good window displays comes in. What the eye does not see the heart will surely not grieve for, and you can only make a man envious of a new rod by showing it to him.

The Offering of Prizes.

Thus it is important, now that the demand has come in, to stimulate it in every possible means. Seize every chance of calling attention to the store. Make the first baseball game the opportunity for a good display of baseball supplies, offer a prize for the first home run, or the first hit over a certain portion of the fence, and give away score cards. Whatever is decided upon, the great thing is to identify the store with the baseball enthusiasm of the community, and that being achieved the merchant will sell more bats, etc., than he imagined was possible. The same with fishing tackle, or boating, or golf. A prize should await the largest fish, the quickest time between certain points on the river or lake, or the first record on the course. There is no limitation to the way that a dealer can keep his store prominently before the sporting com-

munity, and this is the best plan whereby the merchant can pull in the buyers. As in every other branch of the hardware trade the merchant must advertise his sporting goods, or his store and his stock will be forgotten.

What Sporting Department Does.

The value of a comprehensive sporting goods department has been realized very strongly by a merchant this year. Partly from a conservative point of view, and partly because he thought that he was a little outside the consumptive field he has not been handling any sporting lines in the past with the exception of some yachting supplies, and a little fishing tackle. This year he determined to alter that. He laid in a complete, but not over heavy stock, of every article in general demand. He cleared away a portion of his store which had been choked up with a miscellaneous collection of hardware, put in a few artistic glass counters, and engaged a clerk to look after this department exclusively. Co-operating with this he has been running excellent windows of sporting goods. On interviewing the merchant a most satisfactory report was received. Already more goods had been sold than was expected, and the merchant found that his windows attracted much heavier crowds than used to be the case. "I have never seen so many people stopping to look at my windows since I put in those sporting displays. I consider this not only most excellent for my sporting goods, but it is a great advertisement for the store. Young and old, male and female, all seem to be attracted by sporting goods, and although I do not mean to have a continuous display of sporting goods for many weeks longer, you will not catch me going a month without a sporting goods display." Thus the value of the sporting goods department can be seen. It brings in good profit, and yet is most excellent co-operation for other lines.

The Shooting Trade.

A traveler for a gun company was telling the writer that one of his best and most powerful selling methods was to attend any gun club meeting that happened to be held in the place where he was located for the time being, and to demonstrate his weapon by some shooting stunts, and taking part in any of the regular competitions that might be going on. Now, is it not possible for the sporting goods dealer to do something on the same lines? He might not be able to do shooting performances, but he can become a member of the club, take an active part in its organization,

and donate a prize. Then it is easy to introduce any new line that the store may be carrying by simply bringing it to one of the meetings and getting the members to try it. If there is no club, try and organize one, and when that is accomplished a demand has been created for shooting goods that will, in all certainty come to the store. A great variety of articles can be pushed in this way, such as guns, targets, traps, shells, clothing, caps, sweaters, and various other sundries. And it must not be forgotten that the members of the gun clubs are probably keen hunters after game, and therefore the demand is practically an all the year round one.

A Repair Shop.

A merchant who enjoys a good demand for sporting goods should, if possible, run a repair shop, especially if he is handling bicycle and automobile supplies. Repairs are very often wanted by sportsmen, and the store that can do them has a claim on his support. This repairing trade is more considerable than many would imagine. Much of the business can be made to yield a profit, and if the shop can only be made to pay its way it is worthy of being operated to take care of the many little repairs that customers want and appreciate getting, such as restringing of tennis rackets, the repairing of rods and golf clubs, the cleaning and overhauling of guns, the looking after of bicycles and so on. A repair shop in this way tends to consolidate the merchant's business.

Automobile Supplies.

The development of automobile supplies in hardware stores has lead to a number of inquiries as to what lines are best handled by hardwaremen. We therefore give a list of supplies and from this the dealer can make a judicious selection if he so desires. Automobile clocks, cleaners, polishes, batteries, belts, belt dressing, bolts, calcium carbide, caps, cement, collapsible pails, driving chains, floor mats, foot warmers, foot rests, gasoline, gasoline strainers, gloves, goggles, graphite, grease cups, horns, hose, insulating tape, jacks, lamps, license numbers, lubricating oils, mufflers, nuts, packing, sheet brass, spark plugs, spark coils, speed indicators, tires, tire chains, tire covers, tire pumps, tire treads, tire tubes, tools, brass tubing, copper tubing, rubber tubing, vises, washers, wrenches, and wind shields. A number of these articles are absolutely necessary if the dealer is to make a bid for the supply trade of the automobilist. The handling of specialties like these are always profitable, and the hardwareman can cut under the garage, and yet make a good profit. After all the hardware establishment is the best medium for the automobilist, as many of the lines are carried in the way of ordinary hardware business.

A. B. Gallagher, superintendent of the Galt Malleable Iron Works, died last Monday of pneumonia.

News of the Retail Hardware Associations

Re-sale Price Established on Disston Saws—Ontario Hardwaremen to be Asked to Make Provisional Applications for Mutual Fire Insurance Policies—Complaint About Overcharges in Express Rates.

ESTABLISHES RE-SALE PRICES.

A conference was held this week between representatives of the Ontario Retail Hardware and Stove Dealers' Association and George Koon, Philadelphia, and W. E. Radcliffe, Toronto, representing Henry Disston & Sons, saw manufacturers, and a list of re-sale prices in Ontario on Disston saws is now in the printer's hands. Arrangements have been made with the jobbers and large builders' hardware houses whereby Disston goods will be sold on the restricted price plan, the 26-inch D8 handsaw, for instance, being retailed in future at a minimum price of \$2. Jobbers will co-operate with retailers in maintaining this price, which allows a fair margin of profit to the dealer.

The representatives of the Disston Company state that they have refused to sell to catalogue houses and it is their policy to establish re-sale prices in all parts of America. Only last month a list of retail selling prices was issued for New England and now Ontario is to be subject to the new order of things.

The example set by Henry Disston & Sons can be followed to the general advantage of the trade by manufacturers of all kinds of hardware.

PROVISIONAL APPLICATIONS WANTED.

The Mutual Insurance Committee of the Ontario Retail Hardware Association are preparing a provisional application for insurance, copies of which will be put into the hands of every hardware merchant in the province. Matters are now in shape to ask the Ontario Legislature to amend the Ontario Insurance Act so that merchants will have the same powers as farmers in organizing specialized mutual insurance companies.

It is felt that if 300 or more hardwaremen make provisional applications for policies in the proposed retail hardware company that it will greatly aid in securing the desired amendments by showing that the hardwaremen are in earnest in their desire to organize a company. The applications must, of course, be limited to \$3,000, this being the limit it is proposed to establish in connection with the new company in order to keep the losses down to the minimum and ensure the company's success. If 300 members provisionally apply for \$3,000 each the company will have about \$1,000,000 worth of business in sight to begin with.

SOME INTERESTING FIGURES.

In connection with the proposed establishment of a mutual insurance company by the members of the Ontario Retail Hardware Association the following

extracts from a letter by H. M. Gardner, treasurer of the Minnesota Retail Hardware Association, will be of interest. It will be noted that while the Ontario Association proposes to limit its policies to \$3,000, the Minnesota company has set its limit at \$5,000, and although paying rebates of 50 p.c. had on March 1, 1910, cash assets and municipal bonds amounting to \$250,000. At the annual meeting of the Minnesota company in February a proposition to increase the limit from \$5,000 to \$7,500 was voted down and it is upon this point that Mr. Gardner writes. He says:

"There are now eight mutual hardware fire insurance companies insuring as follows:

Washington, \$2,000, reinsuring \$1,000, paying 33 1-3 per cent. return premium; Ohio, \$3,000, 25 per cent. return premium; Nebraska, \$3,000, 33 1-3 per cent. return premium; Wisconsin, \$3,000, 50 per cent. return premium; Iowa, \$3,000, 50 per cent. return premium; Pennsylvania, \$5,000, 25 per cent. return premium; National, \$5,000, 25 per cent. return premium; Minnesota, \$5,000, 50 per cent. return premium.

"Of the above the Minnesota is the only company licensed to do business in this state. This prevents a great many dealers, who don't know how to get outside mutual insurance, from benefiting by it; and is also an argument used by many "old line" agents against these companies. Of the thousand members of Minnesota Retail Hardware Association only 800 carry mutual insurance in our company, and of these only 100 in outside mutual companies, so there is a tremendous field to be opened by increasing our limit.

Never Read His Policies.

"As illustrating this I might mention a fire loss I recently appraised: The dealer who is a member of the association had \$3,000 of Minnesota mutual and \$12,000 other insurance. He had never read his policies and did not know he could get \$5,000 insurance in our company and felt that the other mutuals were not good because his local "old line" agents told him with great stress that they were not licensed in this state.

"Most business men feel that if they can increase their business with the same margin and no extra expense that they are on the right track. When the Minnesota Mutual limit was \$3,000 our expense percentage was between 11 and 12 per cent. It is now, with \$5,000 limit, about 9 per cent. and with a limit of between \$7,500 and \$10,000 would be lowered to 7 per cent. There are about 200 policyholders who would avail themselves of this extra insurance and this extra would not cost a cent more to handle, so it

would benefit every insured member to this extent at least.

"On the other hand, the loss percentage also is lowered. Since the \$5,000 limit was established, two and a half years ago, we have had only 3 losses over the old limit (\$3,000), one for \$5,000, one for \$3,711 and one for \$3,150, or a total of only \$2,861 more than we would have had on the old basis. We took in during this period more than \$25,000 in premiums on the excess only; or a loss ratio of about 12 per cent. instead of 23 per cent., which is our average.

"Another fact which should be taken into consideration is that even where we have the most policies there is not over one risk in a city block, while old companies may have millions at risk in a single fire. In the three largest cities in this state there are only eighty-one risks in our company, forty-six in Minneapolis, twenty-four in St. Paul and eleven in Duluth; and only fourteen or fifteen of these use our limit. The outside dealer, if we may use the term, will benefit as much or more than his city brother.

"Very few of us know the strength of the Minnesota Mutual; and when we realize that only a few years ago we all signed a joint note so that the company would be able to meet any sudden loss of a policy holder in case of necessity, it is wonderful! Let me give a few facts.

Total insurance in force, \$12,000,000.

Gross premiums 1909, \$218,057.22.

Gain in assets in 1909, \$66,343.37.

Gain in surplus 1909, \$53,792.68.

Per cent. of loss to premiums, 23.

Per cent. of expense to premiums, 9.

Total assets Dec. 31, 1909, \$237,394.68.

Total assets March 1, 1910, \$252,000.

"The country and city dealers would both profit largely by this increase and it is my personal opinion that the company should and will increase its limit of insurance on so-called preferred risks.

H. M. GARDNER."

Minneapolis.

EXPRESS OVERCHARGES.

R. C. Chown, Belleville, forwards the following complaint with the suggestion that it might be followed up by the joint committee of the Ontario Retail Hardware and Stove Dealers' Association, this committee having in charge the suggestion that a freight bureau be established in connection with the association. Mr. Chown writes:

About a month ago we received from the Onward Company, Berlin, via Canadian Express one vacuum cleaner, the charges on same being 70c. This morning we received one through the Dominion Express, the charges in this case being 80c. We objected to paying this, saying that it was an overcharge as we had only been charged 70c by the Canadian Express on the same parcel from the same destination. The driver said, "Well, we had better weigh it and look up the tariff." We did so, and he said

the charge should only be 60c. This goes to show that the weights of these goods are not very carefully billed out.

Has any other hardwareman had experiences of a similar nature with express overcharges?

MEETING AT WINNIPEG.

At the meeting of the local hardware association on the evening of May 16,

several important subjects which will be interesting to the general trade will be discussed. Mr. Wilson, of the Sheldon School of Salesmanship, is to give a short address on business science. The Saturday afternoon closing idea will be discussed and decided upon. This matter was introduced at the last meeting of the association, and it is generally thought that the proposal to close Saturday afternoons during June, July and August will be adopted.

All contestants must register their names with us before going fishing, that is, no fish can be brought in to compete for prize if fisherman has not previously given us his name, either in person or in writing. Hand in your name.

Contestants can enter any number of fish, but need register only once. No man can win more than one prize.

All bass entered must be brought to our store and weighed on our scales, and weight will be entered in our Registration Book. No employe of company is eligible for prize.

Names of winners will be published in Lebanon papers, Nov. 16.

Free Souvenir Bait Buckets—Every fisherman entering a bass weighing two pounds or more will receive as a souvenir a one-quart Minnow Pail, free of charge.

TRAVELER BUTTED IN.

Bowmanville, May 11.—A local merchant tells of an unpleasant experience with a traveler recently. He was busy with one traveler when another called and opened his sample case on a counter near the office. The merchant was called to the front of the store and on his return to the office to finish with Traveler No. 1 the second arrival called him aside and tried to interest him in his goods. The merchant declined to look at them until he had finished with the first salesman, but Traveler No. 2 was persistent, with the result that the merchant got "warm under his collar" and told Traveler No. 2 to leave the store. The merchant tried to be courteous to both travelers and the fellow who tried to take advantage of his brother salesman got what he deserved.

MADE NEW STOVE OLD.

Barrie, May 11.—A customer of a local hardwareman who recently moved to western Canada wanted to take a new kitchen range with him but the railway freight rules stipulated that no new goods should be shipped as settlers' effects. To overcome this the merchant sold a range and taking it out back of the store started a fire in it. Having been used it was then shipped as settlers' effects without trouble.

RETAILER ISSUES CATALOGUE.

Woodstock, May 11.—Fred W. Karn, hardware merchant of this city, is a firm believer in reaching out after new trade while also retaining a firm grip on his present customers. To this end he has produced an even more complete catalog than in former years, and it is his desire to place one of these in the hands of every one in Oxford County. To this end he secured a list of all the residents as far as he could, to whom he mailed copies of the catalog, which is replete with illustrations and contains all articles priced. This is an excellent way to combat the big departmental stores he has found, and reports that excellent results are attained with but very little expense.

Business Methods of Canadian Hardwaremen

Acton Merchant Makes Customers Pay for Cement Sacks—Wheatley Merchant's Novel Method of Giving Contributions to Church Societies—Fishing Contest—Traveler Butted in and Was Sorry for it.

CHARGES FOR CEMENT BAGS.

Acton, May 9.—Having had a continual loss on cement through customers failing to return the empty sacks, R. F. Johnstone has adopted a new method this year, that of charging the sacks in the price of the cement, and agreeing to refund 10c for each sack returned. The accompanying illustration shows the statement he hands each customer

to adopt stringent agreements against members giving subscriptions or prizes for such organizations.

A Wheatley merchant has, however, adopted a different tack. M. H. Chamberlain is giving a prize of \$10 in gold to the most popular ladies' aid in this village.

"The Ladies' Aid you favor will receive \$10 in gold," announces Mr. Chamberlain, "if you all give it your votes. We will give one ballot for each 50c worth you buy from us. You mark your ballots for your Ladies' Aid Society and place them in the sealed ballot boxes in our store. On July 1 they will be counted by impartial parties and the prize awarded."

Mr. Chamberlain adds a pointed postscript with regard to the chance afforded of doing two things at once—securing reliable goods and also helping the purchaser's favorite society in its work.

FISHING CONTEST.

Lebanon, May 10.—Prizes for local fishermen are advertised by the George Krause Hardware Co. The terms of the contest are outlined in the following advertisement.

Our bass contest last year was so popular, and so many people have requested us to repeat it, that we again offer the following prizes: Two prizes for the heaviest bass, and one prize for the longest bass.

1st Prize—For Heaviest Bass Fine Knockabout Combination Rod. Combines a fly rod and light trolling rod in one. Five pieces, eight different combinations.

2nd Prize—For Next Heaviest Bass, a handsome French Willow Fish Basket, size No. 3.

3rd Prize—For Longest Bass. Kelso Automatic Reel, automatic for 150 feet; holds 100 yards of line.

Rules of Contest.

Contest opens June 15, closes Nov. 15.

Bass caught may be either the big-mouthed bass, generally known as Oswego or Green Bass, or the little-mouthed, known as Black Bass.

R. F. JOHNSTONE
HARDWARE
HEADQUARTERS FOR PAINTS AND OILS

Acton, Ontario, April 20, 1910

Mr. J. D. Brown

Apr 20	To 20... sacks Cement @ \$2.40. per bbl (Sacks included)	12.00
Terms on Cement: Cash or net Thirty Days		
Received Payment R. F. Johnstone		
We hereby agree to REFUND \$2.00... if the above 20 sacks are returned in good condition.		
R. F. Johnstone		

Charges for Cement Sacks.

whether cement is charged or paid. This system simplifies matters and customers make a quicker move to get the sacks back, as if they do not return the sacks it is their own loss. Mr. Johnstone lost about 300 sacks out of last year's cement, and figures that even if he does not sell as much cement this year he will be farther ahead in the end.

ENLISTING THE LADIES' AID.

Wheatley, May 10.—Protests alike loud and deep have from time to time been voiced in many places against the feminine fashion of levying upon retailers for church and charity purposes, associations in some cities going so far as

HARDWARE & METAL

Established

1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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	Telephone, Central 12960
NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building	Telephone, 1111 Cortlandt
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FRANCE - John P. Jones & Co., 31bis Faubourg Montmartre, Paris	
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Subscription, Canada and United States, \$2.00
Great Britain, 8s. 6d., elsewhere 12s.

PUBLISHED EVERY SATURDAY.

A VALUABLE DEPARTMENT.

Hardly a week goes by but Hardware and Metal receives from two to ten inquiries asking where certain lines of goods can be obtained. In some cases the goods are staples, and in others special lines, and where Hardware and Metal is unable to give satisfactory answers the query is passed on to readers to furnish the desired information.

Doubtless there are many orders which hardwaremen could land if they knew where to secure the goods and quotations; and this "Letter Box" department is aimed to be the clearing house for such queries. Every hardwareman should keep a record of "goods out of stock," asked for by customers, and if he does not know where to get the articles asked for the "Letter Box" is at his service. A second record should also be kept of the answers given in the "Letter Box," clippings being made each week and pasted into a book properly indexed, so that if a strange article is called for the book can be looked up and orders sent without delay.

As an indication of the value of the "Letter Box" to readers the following letter is reproduced:

Editor Hardware and Metal:
Accept our best thanks for your report on life belts. We have made \$50 on our purchase, and this is purely owing to the information you gave us.

There is no hardware firm which will not succeed if they read your journal carefully, and follow its advice.

LA COMPAGNIE MARTINEAU,
Per J. P. M.

Quebec, May 4, 1910.

It is a pleasure to answer questions forwarded to us and readers need have

no fear of imposing upon us in asking any question having even a remote connection with the trade.

PROGRESS OF CANADIAN TRADE.

Since Confederation to date the statistics of Canadian trade have indicated the curious fact that the crests of each marked wave of trade expansion have followed each other in cycles of almost ten years.

Commencing in 1873, all previous records were broken with a total trade of a little over \$131,000,000. In 1883 a new high record of over \$230,000,000 was established; and in 1893, the third marked expansion and new high record of over \$247,600,000 was attained. No halt in the trade followed until the new high record of over \$472,700,000 was reached in 1904. A temporary halt was experienced in 1905 and again in 1909, but 1910, when the figures for that fiscal year are announced will show it to have been the greatest in the history of Canada.

GETTING AROUND THE ACT.

Travelers were much interested in last week's cartoon showing how one of them got around the Secret Commission's Act and one has called attention to still another "smart" scheme.

The salesman finds difficulty in selling the retailer a bill of goods. In fact the latter declines to buy unless he gets a cut price. The traveler knows he cannot do this on restricted goods and he is aware that if he gives a secret rebate he may be implicated in a criminal suit.

His salesmanship does not carry him through so he bets the retailer five dollars that he (the retailer) will not give him the order. Of course the latter takes him up, gives him the order and gets the money which is virtually a rebate.

KEEP THE STOCK NEAT.

In the rush of business and the demand for a wide range of goods on the part of the customers, it is evident that too many merchants allow their stocks to get beyond control in the matter of neat arrangement and attractive display.

This inevitably results from the habit of not returning an article to the shelf or its proper place after being shown to the customer. If the articles shown are simply laid down after they are examined the counter will soon have the appearance of the proverbial "junk shop," and the whole store will soon give that unfortunate disarranged appearance so detrimental to the general business.

The serious part of this bad habit is

that the clerk soon becomes accustomed to his environment and he does not realize the bad impression given a customer who casually enters and views a disorderly stock of goods.

A merchant in one of Saskatchewan's largest centres said that he early developed the habit of returning articles after showing them and insists upon his clerks doing the same, as it is the only way to keep up the appearance of the stock.

"A place for everything and everything in its place" is a good rule to follow.

RETAIL OFFENDERS LIABLE.

Judgment has been entered against Joseph F. Bellefeuille et al, defendants in a suit preferred against them by The Walker Bin Co., for damages and costs, and an injunction has been issued restraining them from further infringing Canadian patent No. 81723, and from using, manufacturing, vending or selling the plaintiffs' patented bins. This action was against both manufacturer and user and the judgment covers both.

This is important to retailers, as some have been led to believe that responsibility for infringement does not rest on the user of the infringed article.

Even if retailers are innocent offenders in such cases, that does not exempt them from incurring the penalties that may be imposed. It is best to know the law.

ABOUT STOVE PRICES.

A stove manufacturer writes Hardware and Metal saying that readers are likely to gain the impression from our last week's editorial that prices would decline. Of this, he says, there is no possibility as, although there has been a reduction of about \$1 per ton in the price of pig iron, wages have advanced in response to the general increase in the cost of living. And as wages represent from 60 to 75 per cent. of the cost of the manufactured article the reduction in the price of pig iron is a small consideration in comparison. He further points out that many of the foundries have been closed for a portion of the year and the demand is likely to exceed the supply.

As Hardware and Metal said last week, "there is not much likelihood of any change other than by the introduction of new lines of cheaper ranges designed to compete with the cheaply constructed catalogue house lines." Where an advance seemed certain a couple of months ago, the chances now are that present prices will rule during the coming season. That stocks may be short, however, is indicated by the fact that some concessions made earlier in the season have been withdrawn.

A CONSUL-AT-LARGE.

None will regret more than the commercial and financial interests of the country the expiration of the term of office of Earl Grey.

He has been an ideal Governor-General. Besides those qualities of geniality, grace and tact so essential in the occupant of the high office, Earl Grey possesses a keen appreciation of the practical, in both the political and commercial affairs of the Dominion. He knows when and how to do the right thing, and is always on the alert for opportunities to do it. Had he been born and bred in this country he could not easily have exhibited and practised more the traits of the patriot. He has been zealous at all times for the welfare of the country.

No one recognizes more fully than he the richness and vastness of the great natural resources of the country. Abroad, as well as at home, has he descanted upon their possibilities and urged their judicious development. His farewell words to the members of the House of Commons and the Senate the other day will not soon be forgotten and the following extract deserves to become a classic:

"When I reflect on the vastness of your area, on the fertility of your soil, on the unlimited wealth of your natural resources—which, I rejoice, you are determined scientifically to conserve as well as vigorously to develop; when I reflect upon the invigorating nature of your climate, and on the sturdy character of your people; when I reflect on all these great advantages which you possess in such abundant and exceptional degree, then, gentlemen, I feel convinced as I am that to-morrow's sun will rise, that if you keep true to the highest ideals of duty and disinterested service, nothing can prevent you from becoming, perhaps before the close of the present century, not only the granary, but the heart and soul and rudder of the empire."

Earl Grey has reason for the faith that is in him. Since he came into the office in 1904 he has seen the foreign trade of the country increase by over \$190,000,000; the rapid expansion of the northwestern provinces; the grain output of the Canadian farms swell in value to the respectable sum of \$533,000,000, and that of the mines to \$90,000,000, and the railway mileage increase by several thousand miles. In fact, he has seen enormous development in all the country's commercial, industrial and financial ramifications.

A true friend is a candid friend. Earl Grey has been both; and he is valued all the more for it. He has counselled as well as praised, for he knows from a world-wide experience that character

is even more essential to national greatness than is material wealth.

We are told by Emerson that there is compensation in everything. Canada's compensation when Earl Grey leaves our shores will be in the fact that he will be a sort of counsel-at-large, zealous for this country's best interests and advancing them always as opportunity affords.

CONFIDENCE IN THE DEMAND.

The report issued from Ottawa regarding the crops throughout the Dominion shows that things are going well with the farmers, satisfactory progress has been made with spring work, and with an average amount of good fortune bumper harvests should mark the year.

Retail merchants can take a great measure of confidence from this. The farmer is the backbone of the country, and if things are well with him, things are well with the rest of us. There is no undue optimism, therefore, in encouraging merchants to regard the coming consumptive demand with a great deal of assurance.

This spring has shown a marked improvement in the way merchants have ordered stock. There has been more booking ahead, while immediate delivery orders have shown that hardwaremen have felt more confidence, and were preparing for heavy trade. Still the timidity of past years has not been altogether lost, as shown by the fact that many buyers left off ordering until the demand was close upon them. In other words they waited as long as possible to make sure as to consumptive prospects. The result was that wholesale houses received frantic appeals to ship goods promptly. As good fortune would have it, this they were enabled to do. But the situation was not one that is to the best interest of trade generally.

It is this feeling of timidity that we want merchants to cast on one side. The greatest amount of success is achieved by the man who boldly and confidently sizes up the situation, and makes adequate preparation for it. Not only is he ready with the goods, but he in turn helps others to be confident likewise. Optimism stimulates trade as nothing else can.

There seems to be no black cloud in the sky as far as Canada is concerned. We have good crop reports, encouraging statements from industrial centres, loans subscribed readily, and thousands of the right kinds of emigrants pouring in. With ordinary luck there is bound to be great trade maturing, and the merchant is weak who hesitates to be prepared for it.

The man with the goods on time gets the best advantage. To hang back with one's orders is not only to stand the risk of losing trade, but the chance of a hold up in delivery. Wholesale houses have been able to ship promptly up to now, but there is no knowing how long this can be done. With such a good consumptive demand breaking in, the risk of delay is not worth taking. Prices, too, are firm. They may advance all along the line. The merchant who gauges his requirements boldly will profit.

TALK DOLLARS AND CENTS.

Retail catalogue houses have won many farmers to their lists of customers because they talk dollars and cents all of the time. They have also combined with this talk misrepresentation of the country merchant and the country merchant's prices.

To neutralize this the country merchant must talk dollars and cents to the farmer, and whenever he thinks it is necessary show in plain figures where his goods of equal quality are lower in price than lines sold by retail catalogue houses. Also where for the same money he gives better quality and better satisfaction than the catalogue house.

Some farmers can be appealed to on the ground that they ought to spend their dollars at home. It helps the town and the growth of the town increases the value of their farms. But those farmers are few. Dollars and cents is the argument for most of them.

Whether this argument is made in printers' ink, whether in personal conversation, or both, is for the merchant to decide. Enough has developed to teach all of us that from now on this mail-order competition must be met on the dollars and cents basis, and with plenty of advertising of some kind or other.

TEXT BOOK FOR BEGINNERS.

Hardware and Metal, Toronto.

Gentlemen,—I enclose herewith an Express Order for \$4. \$2 of this to renew subscription for myself, and the balance to, subscribe for copy to be sent to J. D. Moulden, care of M. Isbester & Son, Saskatoon. The latter I consider necessary, as my son is beginning to learn the retail hardware trade and I do not know of any more valuable text book that he could have than Hardware and Metal.

If it is possible I would like his subscription to include your spring number which, after examining, I find so full of good information that I almost consider it worth the full year's subscription.

HARRY F. MOULDEN.

Travelers' Building, Winnipeg, April 25.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Copper—Advance of $\frac{1}{4}c$.
 Lead, Domestic—Cut of 10c per 100 lb.
 Scrap, Copper— $\frac{1}{2}c$ cut.
 Scrap, Steel—\$2 cut.
 Hose and Rubber Lines—Advance of 15 per cent.
 Linseed Oil—Cut of 3c.

Toronto.

Linseed Oil—Down 3c.
 Rubber Goods—Advance of about 15 per cent.
 Tin—Advanced $\frac{1}{2}c$.
 Scrap Metals—Cut of 1c.

MONTREAL.

May 13.—In sympathy with the primary markets a firmer tone was manifested in the local situation during the week. Copper went up to the 14c mark again, while the jobbing prices of 35c for tin and 5 $\frac{3}{4}c$ for spelter were more strictly held. Domestic lead was the only weakness, 10c being knocked off 100 lb. The rally in stocks in Wall St. helped the markets generally, and the whole outlook seems for the time much brighter. In view of the death of King Edward the London markets have held splendidly, and shows that there must be an underlying tone of strength that was not thought to exist.

Trade locally shows up well, and jobbing houses state that they are well satisfied with business. There is a good demand for sheets and plates, and with the heavy importations coming into Montreal much activity exists. The cut in copper last week does not seem to have stimulated much extra business, the aggregate bulk being about the same as the week before. Spelter has improved, and there seems to be a feeling that prices will advance a little. This may be owing to higher figures at St. Louis. The pig iron demand is strong, and what metal is arriving is rapidly shipped out again.

London reports a better tin inquiry, and good buying on American account, the U. S. tin mills being extremely active. Copper, as we said, is stronger and despite the somewhat unfavorable producers' statistics has improved. A better export demand is very desirable. The restriction in U. S. iron production still leaves the rate of output very high. New business continues quiet, but the general tone is better than it was. The advance in Cleveland warrants is a sign of a stronger situation in the Old Country.

Pig Iron.—There is plenty of activity in the pig iron situation. Consignments are being rapidly shipped all over the country, and little metal is left on hand. Prices are firm. Domestic furnaces are extremely busy, and bookings are heavy. We quote \$22 for domestic iron. Imported: Middlesboro, \$17 to \$17.50; Summerlee, \$20.25 to \$20.50; Cleveland, \$18, and Carron special, \$20. The sharp curtailment in iron production in the States is having a good effect in clearing the air, although even now the output is enormous.

There is no rush to place orders but business is steady. Naturally this action on the part of the producers has made prices sag not only in pig iron, but in steel, but the situation is clearing, and the markets will eventually be all the stronger.

Tin—The markets have strengthened, and the jobbing price of 35c is more strongly held this week than last. Good business is reported, with the purely local trade more active again. The dislocation of trade in London has not affected the metal markets so much as expected, and prices improved instead of sagging. There was good buying on American account.

Copper—In sympathy with a better feeling in New York, copper was advanced locally $\frac{1}{4}c$, and is now back at the old figure of 14c. Trade was not stimulated by the cut, and business aggregated about the same as the week before. Buyers are keeping in close touch with the market. Despite reports to the contrary the American producers issued their statistics, and the figures showed that there had been a smaller increase in stocks during April than was anticipated. We have to be thankful for small mercies nowadays—that is in copper. The domestic deliveries were good, but exports showed a bad falling off. With a stronger movement in Wall Street, and a stimulation in buying the market improved, and things look brighter just at present.

Spelter.—Good buying is reported at unchanged figures. The weakness noticed last week has disappeared, due probably to the feeling that the primary markets are in for a spell of firmer figures. London remains steady, but St. Louis has gone up several points. For the first time in many years a shipment of sheet zinc went from New York to Europe. The Continent are heavy users of sheet zinc.

Lead.—Lead is fairly active. Good orders are reported locally. Imported lead is unchanged, but domestic has been cut 10c per 100 lb. The English market is fairly steady, but it is cabled that there is more lead about than is required.

Scrap.—Owing to the weaker state of the copper market, heavy copper and light copper bottoms have been cut $\frac{1}{2}c$. Brass lines have held more firmly, but there is a slight weakness in light brass. Owing to lower figures in the States miscellaneous steel is down $\frac{1}{2}c$. There is not much scrap offering, as the foundrymen are holding back owing to low prices. There is a fair movement in iron, but little in the finer metals. We quote: Heavy copper and wire is 11c; light copper bottoms, 9 $\frac{1}{2}c$; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2 $\frac{1}{2}c$; heavy lead, 2 $\frac{1}{2}c$; scrap zinc, 3c; No. 1 wrought iron, \$12; machinery cast scrap, No. 1, \$16; stove plate, \$12.50; malleable, \$9; miscellaneous steel, \$5.

TORONTO.

May 13.—Since last issue the metal market experienced reverses which put almost all the metals in a very low condition. Iron, copper and lead particularly were adversely affected, and prices were cut. This week there is a revival, and metals, while they may not have advanced are felt to have reached bottom. Southern iron which at the beginning of the year sold at \$16 Birmingham last week went to \$11. At present the situation is somewhat better and if any changes at all take place they are expected to be in the nature of an advance. The enormous gain in the output of pig iron in the States, amounting to an increase of 100 per cent. in 18 months was undoubtedly the great cause of decline in prices, which, while they did not bring Canadian quotations down much made the market decidedly easy. The curtailment of production across the line will help make the metal situation better in the metal dealers' eyes at any rate.

Copper went through pretty much the same experience, but it is up again this week. Low lead quotations have made for lower prices on manufactured lead products. Scrap metals especially iron and steel, on account of the large quantities of new iron and steel to be had, are lower in price, and furnace men state they do not want any unless the price is cut very low—some dealers say they have been offered little more than half their regular price quotations. Tin is the only metal which shows an advance, and that is but slight.

The turn of the market during the week was rather serious, but metal men are breathing freely again. Pig Iron—Two vessels brought up to Toronto cargoes of English pig iron from Middlesboro during the past ten days. One of them had a mishap off Newfoundland, but was repaired and sent on. Deliveries of early bookings make the iron market look brisk, which it really is, although the low prices across the border made the situation a little uneasy. Local quotations of English and Scotch irons are now at the summer figures. No. 1 Middlesboro is \$21; Jarrow is \$21.25; Glengarnock, \$23 and Summerlee, \$23. Canadian foundry iron is as yet hard to obtain. No. 2 is still quoted at \$22, but customers are getting their iron below this figure.

Copper—Again metal men are beginning to speak of copper in an optimistic tone. Certainly the red metal is in a better position than it was last week. The prospect looked bad a few days ago. It is going up again now, and with increased activity in copper-using industries the price may go higher. It should be decidedly firmer at any rate. Consumers are hastening to cover requirements for present and future use just now, and this leads dealers to think that a better future lies ahead for copper and that the low point has been reached and passed. Local quotations are at \$13.90 for hundred pound lots.

Tin—This was the only metal which came through the week unscathed. The small quantities offering have been insufficient to meet the demands and a higher price is being quoted. Tin is now at 35 $\frac{1}{2}c$ for small lots.

Lead—From a moderate demand lead dropped to easy conditions during the week. This caused a decline in manufactured lead products. Lead pipe, especially, is noticed at an extra 5 per cent. discount. The past few days have shown lead to be coming to its own again, and to-day the market is quite firm and active at last week's figures—\$3.75 for domestic, and \$3.85 for foreign.

Spelter—Prices are beginning to harden as spelter becomes more active in demand. The low quotation of \$5.90 still holds, however.

Plates and Sheets—Excellent demand continues for tinplates and galvanized

sheets. Prices are firm and unchanged.

Old Materials—All scrap copper, brass, iron and steel are lower. Dealers say foundries do not want any scrap. Rubbers were wanted by Buffalo parties last week. This helped raise the price $\frac{1}{2}$ c. This week dealers are offering for old materials the following prices: Heavy copper and wire is $11\frac{1}{2}$ c; light copper bottoms, 10c; heavy red brass, $9\frac{1}{2}$ c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, $2\frac{1}{2}$ c; heavy lead, $2\frac{3}{4}$ c; scrap zinc, $3\frac{1}{2}$ c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$13; malleable, \$8; miscellaneous steel, \$6; old rubbers, 9c.

some weeks past. There is not the great congestion in shipping rooms there was through April; nevertheless the volume of goods passing out in deliveries is great. Orders are more steady and are being received more regularly. Repeats show that consumers are buying better than last year.

There is a demand from local and provincial hardwaremen for roller skates. Since the close of the ice season this demand has kept on increasing until now hardwaremen and jobbers say they are experiencing difficulty in getting supplies. Every municipality where granolithic walks exist shows this tendency towards roller skating. Children's sizes are what are wanted.

The rubber companies have issued new lists increasing the prices of hose and other rubber goods. One company has set the advance at 15 per cent. and it is likely that the others will agree. Hardwaremen have pretty well booked up on hose, so the advance should not hurt them seriously.

Seasonable Goods—Already inquiries are being received for harvesting tools, and some hay forks and hay carriers have actually gone forward. Wire cloth and screens for doors and windows, as well as poultry netting are prominent lines moving at present. Lawn mowers and garden tools generally are active.

Household Goods—Refrigerators and ice chests are in sufficient demand to make these goods worth while being pushed. Immense quantities of tin, enamel and granite ware are being distributed all over the country. Manufacturers are running their plants overtime to catch up with demand. Gas stove makers, too, are finding difficulty in filling orders. Washing machines, etc., are still as brisk in demand as they were in early spring.

Builders' Hardware—Goods under this classification are forging to the front. There is a splendid call for lock sets, screws, hinges and shelf hardware. The building season on all sides has opened up exceedingly well and bumper business in this department is expected right up to Christmas time.

Tools—As with builders' hardware, there is an increasingly better call for builders' tools. Single articles and broken sets are preferred to nests and chests of tools.

Sporting Goods—The opening of the local baseball season has made a big demand for baseball goods and outfits, especially boys' and young men's goods which sell at popular prices. The roller skating craze has seized the whole province and hardwaremen and jobbers are finding difficulty in filling the demand. Garden sets of lawn tennis and croquet are rather quiet this week as also are golf goods, but fishing tackle, motor supplies, hammocks, and lacrosse goods are opening their season well.

Cutlery—Pocket cutlery, razors and scissors still have the best call. Presentation goods in clocks, silverware, cut glass, brass goods and carving sets are fair in demand.

HARDWARE MARKETS

MONTREAL.

May 13.—Wholesale houses continue to be extremely busy, and although there are not so many frantic appeals to hurry up with the goods as was noticed last week, it is evident that merchants want as little time lost as possible over the shipment. Consignments are now of a sorting up description, and the diverse character of the goods wanted show that a general consumptive demand is in being.

Most glowing reports are being received from the Northwest. There is a good buying movement in progress, and the crop prospects so far look encouraging. In consequence merchants are ordering more confidently. The east has been, on the whole, quieter, but now shows signs of picking up.

Refrigerators, freezers, lawn goods, builders' hardware, hammocks, swings and general enamelware are moving very prominently. Booking for fall lines is much about the same. Ammunition, however, has shown greater activity.

The markets are very firm. Rubber goods, including hose, packing, etc., have advanced 15 per cent. Bolts and nuts are reported as being firm. Lists on some lines of brass and bronze butts have been withdrawn.

Spring Lines—Good sorting up orders are now going out, and dealers report a general consumptive demand. As we anticipated, last week hose and other rubber lines have advanced 15 per cent. Lawn mowers, freezers, and hammocks are among the lines moving most prominently. We quote: Lawn mowers, low wheel, \$2.55 to \$2.75; 9 in. by 12, \$3.30; 9 in. by 14, \$3.55; 9 in. by 16, \$3.80; $10\frac{1}{2}$ in. by 12, \$5.15; $10\frac{1}{2}$ in. by 14, \$4.25; $10\frac{1}{2}$ in. by 16, \$4.65. Garden hose, good quality, 60 ft. medium 60, 10 and 10; fair 70 and 10. Hose nozzles, \$3.50 per doz. up. Couplings, \$1 per doz.

Builders' Hardware—The market is firm. Lock sets, escutcheons, bolts, butts, etc., are in active demand. Judging from the building going on, these lines will be strong sellers all through. We quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 82 $\frac{1}{2}$ to 33c.

Bolts and Nuts—Mills are reported as being exceedingly busy, and the

market generally is very firm. An advance is not unlikely. Nails are getting short, and there may be, later on, delay in shipments. We quote: Discount on carriage bolts, $\frac{3}{4}$ and smaller, 70; machine bolts, $\frac{3}{4}$ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7 $\frac{1}{2}$.

Miners' Supplies—Reports as to a strong consumptive demand in the various mining districts are coming in, and this is borne out by the good repeat orders for miners' picks, pick handles, powder, etc. The market is firm, and we quote: Miners' picks, 16 $\frac{3}{4}$ c; pick handles, \$1.85 a dozen; drilling hammers, 6c a pound; crowbars, $3\frac{1}{2}$ c; drill steel, 8c.

Harvest Tools—These lines are now in the height of their movement. The general encouraging crop prospects are stimulating the demand, and jobbers are satisfied with the way trade is shaping. We quote: Harvest tools, 50 and 5 off; sythes, cast steel, \$6; better grades, \$7 and up; grass hooks, \$1.60 to \$2 per doz.

Heavy Hardware—Trade is extremely brisk. The heavy importations of sheet iron, plates, etc., is making things extremely lively, and with the demand being active, there is plenty of movement in the heavy hardware departments. The market is firm, and we quote: Chain coil, $\frac{1}{4}$, \$5.25; $\frac{3}{4}$, \$3.80; $\frac{1}{2}$, \$3.50; $\frac{3}{8}$, \$3.25; 1, \$3.25; anchors, 40 $\frac{1}{2}$ c lb. up; merchant bar iron and mild steel, \$1.90; steam gauges, \$1.50 each up; injectors, \$4 to \$18 each; and steam gauges, 35c to 80c.

Wire—Wire continues at old figures, with trade active and encouraging. Good orders are being received from the north-west. We quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire No. 9, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30 straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

May 13.—Excellent business is reported by all the jobbing houses, and hardwaremen say they are experiencing a better call for seasonable lines than for

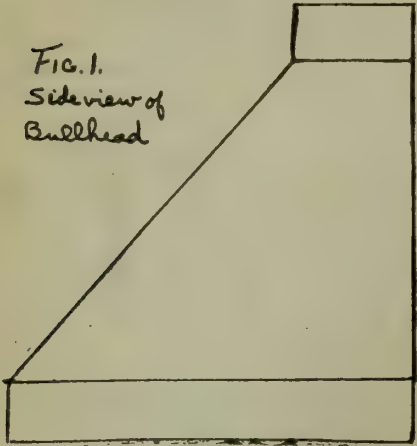
Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter pertaining to the Tin Shop.

PATTERN FOR BULLHEAD.

Illustrating a bullhead or transition round base with a rectangular top, to be in two pieces. Fig. 1 is a side view of bullhead or transition piece, and Fig. 2 shows the bottom and top, the top to

FIG. 1.
Sideview of
Bullhead



one side leaving the back straight, while Fig. 3 is the plan showing the method of obtaining triangles, E F G H represent the bottom and A D C B represent the top.

As the pattern is to be in two pieces it is only necessary to use half the plan. First divide the circle or bottom, into quarters. Then divide the two quarters represented by E H G into equal divisions and from the points in the sec-

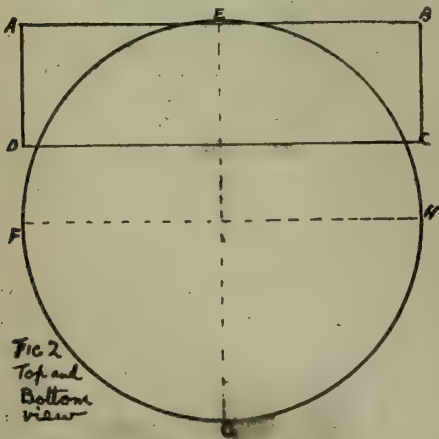


FIG. 2.
Top and
Bottom
view

tion E H draw lines to the corner of top represented by B in Fig. 3 and from the divisions in section H G draw lines to the corner of top represented by C (Fig. 3). It will be necessary to construct the two diagrams of triangles one for each corner shown in Fig. 3 so as to obtain the true length of each line.

Lay off the line R J (Fig. 4) equal to the straight height of article (this is

made to suit the work to be used on). From the point J and at right angles to R J set off the length of lines in the section E to H making J 1 equal to B 1, J 2 equal to B 2, etc. From the points thus established in J W (Fig. 4) draw lines to R as shown.

To obtain the triangles for the section H G, proceed to draw lines same as in Fig. 4. Make V S same height as R J (Fig. 4), draw S T at right angles to V S and on the line S T set off the length of lines in section H G making S 1' equal to C 1', S 2' equal to C 2', etc., and from the points thus established in S T (Fig. 5) draw lines to V as shown.

To obtain pattern lay off line 1 E' (Fig. 6) from point E' and at right angles to 1 E' draw line E' B equal in length to E' B of plan (Fig. 3) which is

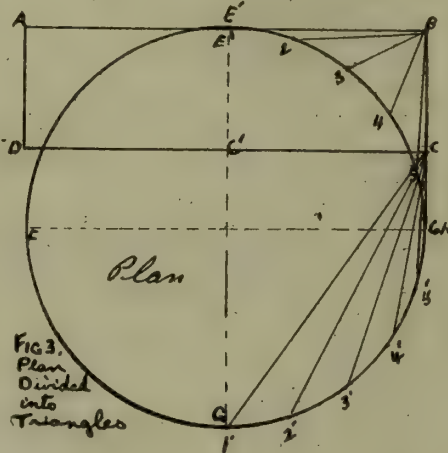


FIG. 3.
Plan
Divided
into
Triangles

the same half the length of long side of top. Set the dividers to R 1 (Fig. 4) and with B of pattern as centre strike arc cutting the line E' 1. Then draw line from where they cross to B (Fig. 6) with B as centre and R 2 (Fig. 4) as

FIG. 4.
Diagram of
triangles in
Section E.H.
(Fig. 3).

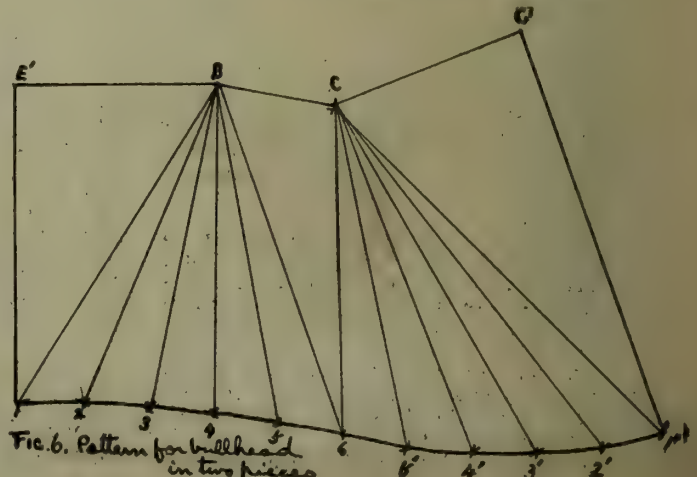
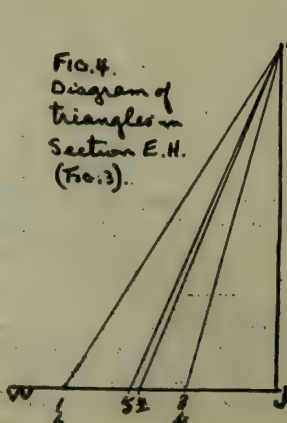
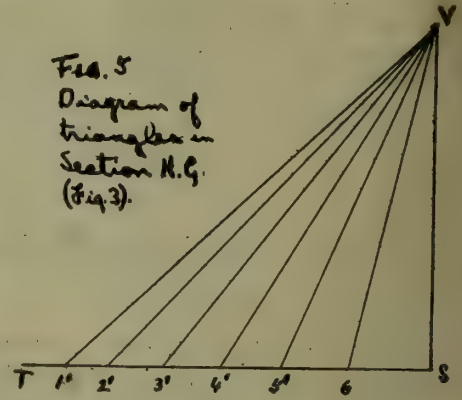


FIG. 6. Pattern for bullhead in two pieces

radius, describe an arc with the dividers set to the same space used in stepping off the plan.

With 1 of pattern as centre strike a small arc intersecting at 2 with arc previously drawn. With B (Fig. 6) as centre and R 3 (Fig. 4) as radius describe an arc, and with the dividers set to same space used in stepping off the

FIG. 5.
Diagram of
triangles in
Section H.G.
(Fig. 3).



plan strike small arc intersecting at 3 of pattern. Proceed in the same way to lay off the lines 4, 5 and 6. Then to obtain the point C of pattern set the dividers to B C of plan (Fig. 3) with B of pattern as centre and B C of plan as radius, describe an arc, and with V 6 (Fig. 5) as radius and 6 of pattern as centre strike an arc intersecting with the arc already drawn. This will give the point C of pattern. With C of pattern as centre and V 5 (Fig. 5) as radius describe an arc and with the dividers set to same space used in stepping off plan using 6 of pattern as centre strike small arc intersecting at 5'. The remaining lines 4', 3', 2' and 1' are established in the same way as the proceeding one.

To complete the pattern set the dividers to C' C of plan and with C of pattern as centre strike a small arc and from 1' of pattern as centre and the slant height of article (Fig. 1) as radius strike an arc intersecting at C'. Then lines traced through the points thus obtained will give the pattern required.

All edges to be allowed.

W. J. REEVES.

HARDWARE TRADE GOSSIP

Quebec.

The assets of G. A. Boisvert, hardwareman at Nominique, will be sold on May 16.

W. R. Stavert, of Jenkins Bros., Montreal, has started on a business trip through the North-west to the Pacific Coast.

A. E. Peters, president of the Record Foundry Co., Moncton and Montreal, is on a visit to the Montreal branch. W. W. England, the Ontario representative at Toronto, has also been in Montreal.

F. D. Lyman, manager of the Railway equipment department of John Millen & Son, Montreal, sustained a nasty accident by being struck on the head with a plank during the lifting of some building material. He was incapacitated for a few days.

C. R. Bloxam, of Hobbies, Dereham, Eng., is in Montreal on his second visit to Canada. He was unfortunately prevented from making the trip earlier in the season owing to illness, but his many friends in Canada will be glad to know that he is quite well again, and keen after business. Owing to the success of the journey last year Mr. Bloxam is extending his trip, and he will visit Brandon, Regina, Calgary and Edmonton towards the end of next month. Mr. Bloxam has some new lines to show his customers.

Sidney J. Coomber, who for over six years has been in full charge of the office in Montreal of Henry Rogers, Sons & Co., Wolverhampton, Sheffield, and South Wales, has been appointed sole manager of the Canadian branch. Mr. Coomber is well acquainted with the hardware business, and besides having a regular traveler and agents in various centres he will call upon the trade personally from time to time.



SIDNEY J. COOMBER,

Appointed Manager of Canadian Branch of Henry Rogers, Sons & Co., Wolverhampton and Sheffield, Eng.

Ontario.

The senior member of J. W. Husband & Son, Wallaceburg, is retiring from the hardware business.

Wm. Taylor, Chatsworth, Ont., has sold his hardware business and stock to J. Baird of Lisle, Ont.

Neil Macdonald, traveling representative in southern Ontario, of Brandram-Henderson, has been transferred to Nova Scotia temporarily, to cover the ground of A. H. Ellis, who is laid up with illness.

Noden & Hallitt, hardwaremen at 32 Dundas Street, West Toronto, last week commenced excavation work on

Swinburne, Fort William, is appointed attorney for the company.

C. P. Spencer-Smith, managing-director, Thomas Ellin & Co., Sheffield, England, and also representing Samuel Osborn & Co., and S. A. Ward & Co., Sheffield, and Haggie Bros., Gateshead-on-Tyne, England, was a caller at the Toronto office of Hardware and Metal on Thursday. Mr. Spencer-Smith will visit Winnipeg, Vancouver and other western cities during the coming month.

NEW COLLAPSIBLE GO-CART.

The E. G. Lloyd Co., Toronto, are putting on the market an improved one-motion baby cart, and their 1910



The Adonis Collapsible Go-cart.

their new \$20,000 store, which will be erected a few doors to the west of their present premises.

H. J. Jamieson, 474 College Street, Toronto, has sold his hardware business to the Imperial Hardware & Electric Co., with F. H. Sexton as manager and an electrical department is being added. Mr. Jamieson left on Thursday last for Lemberg, Sask., where he intends locating.

Chas. Simms, foreman of the brass shop of the Jas. Robertson Co.'s plant at Toronto, died on Sunday last after an illness of only one week. Mr. Simms was with the Jas. Robertson Co. for thirteen years. He was born in Toronto in 1852. His widow, one son and four daughters survive.

The Perritt Iron and Roofing Co., incorporated under the laws of New Jersey, have been granted a license by the Ontario Government to manufacture and deal in iron, steel, machinery, Portland cement and hardware. J. E.

catalogue illustrates and described this cart in detail. The cart is hooded and is made in three styles: the "Adonis," nickel-plated; the "Altus," with brass trimmings; and the "Achilles," with black japanned finishings. The cart has an all-steel frame; is thickly upholstered; has an adjustable seat which makes it a large cart—42 inches in length—and the mechanism for opening and closing is simple. There are no sliding motions, as the cart does not telescope in closing, but folds up with one motion. There is nothing disconnected in either opening or closing the cart. When open and in use the framework is rigid, and when closed the cart makes a compact package. The wheels, which are of English manufacture, have a malleable iron hub; the spokes are of steel wire screwed into the hub, and the rims are thick and fitted with 1/2-inch rubber tires. The springs are 2 1/2 inches high, made the same as buggy springs, and are oil-tempered.

Trade News from the Atlantic to the Pacific

St. John Trade Returns Show Increase — Port Arthur City Council Laying Out Its Public Improvements in a Systematic Manner—Death of a Well Known Traveler at Winnipeg.

ST. JOHN, N.B.

May 11.—The official statement of the valuation of the export business from St. John for the winter season just ended, shows that a new record has been made. There were 114 sailings and the total exports reached \$24,396,284. This is about \$20,000 ahead of last season. There was a marked falling-off in cattle shipments, but in other lines there was an increase. The grain shipments were much ahead of other years.

As a result of an investigation recently made in the affairs of the D'Israeli Asbestos Company, which has had its head office in this city, the old officers have been asked to resign and the shareholders in the Province of Quebec have taken possession of the books, etc., and transferred the office to Sherbrooke, Que. Last week a legal representative of the concern returned to the city and swore out a warrant for the arrest of R. D. Isaacs, formerly managing director, and H. L. Coombs, assistant manager, on the charge of misappropriating \$5,700 belonging to the company. Mr. Isaacs is away from the city, but the case against Mr. Coombs is now before the courts. The company claims to have control of valuable asbestos property in the Province of Quebec, near D'Israeli.

The firm of Emerson & Fisher have laid in an extensive stock of sporting and athletic goods this season, and are making a special display this week in one of their windows. Practically all the dealers are making special showings of fishing tackle.

There was a brisk demand for rubber hose, belting, packing, tubing and automobile tires last week, following the announcement that rubber goods would be advanced. The advance came the latter part of the week, prices on the first three mentioned lines being marked up ten per cent., and on the others 15 to 20 per cent. Further advances are looked for.

KINGSTON.

May 10.—The strike of the carpenters this week, has put the building trades behind in their work. The men are asking for an increase, and the contractors signed an agreement, stating that they will not give the increase.

During the first four months of this year there have been permits for building operations taken out at the city engineer's office to the value of \$69,000.

LONDON.

May 14.—As a direct result of the Cornwall fire horror, the license commissioners have ordered a thorough inspection of the fire escape facilities of all

London hotels, which is being conducted now by Inspector Galpin and Fire Chief Aitkin. Some improvements have been ordered already.

May promises to be a particularly good building month. Thirty-six permits have been issued, amounting in the first week to \$30,000.

It is stated that a bridge-building concern, capitalized at \$50,000, will locate in Chelsea Green, a southern suburb, using five acres.

WHEATLEY.

May 10.—Wheatley is one of the latest places to adopt the weekly half holiday idea for the coming summer. The merchants and professional men of the village recently got together, the result being an agreement, the thirty-one signatures to which represent practically every business man in Wheatley, including the two banks. Under the agreement all places of business will close at one o'clock every Friday afternoon during the months of June, July and August. Friday is chosen, it is understood, largely with a view to resting up in anticipation of the Saturday rush.

PORT ARTHUR.

May 11.—Port Arthur has taken time by the forelock in its programme of advance by permanently paving the business section of the city. There is expected to be an expenditure of about \$200,000 on this work in the next few years. Work has already been started on Arthur Street, and the city has at the same time been laying gas mains with house connections for each lot. The same principle is being carried out in even the outlying districts, where in making the roads, gas mains, water pipes, sewers, electric light, telephone and other wires are being put into conduits under ground, with the connections laid into each lot, so that as the land is built, it will be unnecessary to dig up the existing roadways. The city is now receiving tenders for street cleaners, refuse boxes and covered refuse wheel-barrows.

Here we have the great opportunity of a young city, with its future well defined, being laid out with the experience of the many years experimenting of older centres, and if even ordinary common sense is used, the outcome will be one of the most complete, clean and desirable centres for both manufacturing and residential purposes in the Dominion.

H. G. N.

WINNIPEG.

May 10.—The Ashdown retail hardware Company have moved their stock of mantels to the third floor of the premises, this being the first line of

goods to be retailed from that floor. The occasion of the change is the enlargement of the house-furnishing department on the second floor, where a separate area will be given up for the display of stoves and an enlarged line of fireless cookers.

M. J. Curtis, for several years with Lewis Bros., Montreal, and for the past five years a traveler for the Miller-Morse wholesale hardware company, has opened a retail hardware store at Allan, Sask., a new town on the G. T. P. The Miller-Morse Company supplied his opening order last week.

The death occurred on May 4 of W. C. McLean, who traveled in the west for the Ashdown Wholesale Hardware Co., since 1892, with the exception of one year when he was connected with J. A. Sterling at Souris, Man., in a retail hardware business. Mr. McLean was but 36 years of age, his death resulting from appendicitis. He learned his trade with J. W. Walker, of Belleville, Ont., and afterwards joined Caverhill, Learmont & Co., Montreal. The body was taken to his home at Belleville, and was buried on Saturday. The many floral tributes from all directions, including Winnipeg, showed the great respect in which Mr. McLean was held, and his loss is generally mourned. Great sympathy is felt with Mrs. McLean, the marriage only taking place about 5 months ago.

M. Isbister, retail hardware merchant and postmaster, Saskatoon, Sask., was in Winnipeg for a few days last week.

J. E. Riley, hardware merchant, Winnipeg, is in Saskatoon, for a few days in charge of the organization of a Knights of Pythias lodge in that city. Mr. Riley is Grand Master of the order in Western Canada.

VICTORIA.

April 28.—The city purchasing agent is calling for tenders for iron lamp standards; also tenders for the supply and erection of a sewerage pump, an electric motor and automatic starter.

The City of Cumberland is calling for tenders for the installation of a sewerage system.

Building for the present month has been very brisk, among the larger permits granted being: Canadian Bank of Commerce, \$7,000 for branch office; E. M. Johnson, \$10,000 for a brick building for store and office; and the Westholme Lumber Co., \$40,000 for a business block.

The school trustees have selected a site for a new high school, to be built in the near future.

Hayward & Dods have taken out a permit for a new plumbing shop on Fort Street.

Among the new buildings to be constructed in the near future are: A \$30,000 store and office building, for which H. S. Griffiths, architect, has the plans in hand. The Union Club will also erect new quarters.

The Imperial Oil Co.'s warehouse at Laird, Sask., was destroyed by fire recently.

Smith & McKenzie, hardwaremen at Vancouver, have dissolved partnership. J. McKenzie will continue the business.

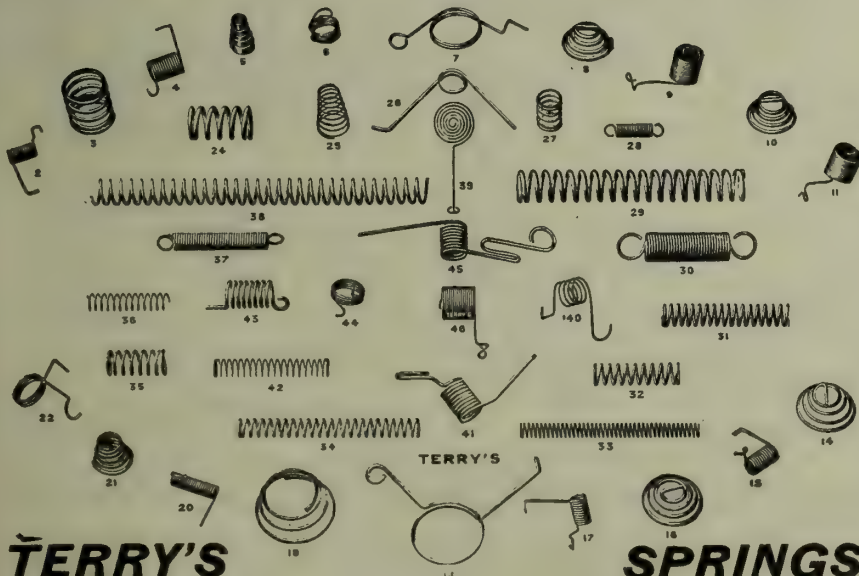
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Western Canada Hardware Market Situation

**Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.**

Winnipeg, May 13.—The demand for all lines of goods is maintained in a remarkable manner, and the continued period of excellent weather has done much to quicken the buying of the west. Travelers from every district report the retailers well satisfied with the season's trade, and although the farmers do not visit the rural merchant often just now, yet he takes away a substantial supply of goods when he does call.

The building operations of the west are, of course, the greatest asset to the present trade, and it is feared that the demand for goods will be checked, due to the scarcity and high prices which characterizes brick and lumber at present.

All coiled chain has been advanced 25c per 100 lbs., and an advance is also reported on all canvas beltings.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Bolts—Carriage ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65 spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Blocks—Steel, 45; wood, 60 per cent. Cut Nails—\$3.10 per keg base; pressed spikes, \$3.50 base, usual extras.

Copper—Planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40; full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Clevises—7½ cents per lb.

Enamelware—Canada, 50; Imperial 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 p.c.

Fittings—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.80; 22, and 24, \$4; 26, \$4.20; 28, \$4.60; 30 gauge or 10¾-oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., \$1.65.

Gunpowder—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof, do., \$8; honker in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins, (50 lbs. bulk), per tin, \$26.50.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to 1, \$5; No. 2 and larger, \$4.75; feather-weight, \$6.15.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., \$2.45; ⅜-in., \$2.75; ½-in., \$3.30; ¾-in., \$4.10; 1-in., \$5.80; 1¼-in., \$8; 1½-in., \$9.50; 2-in., \$12.70; 2½-in., \$20.80; 3-in., \$27.40; 3½-in., \$34.20; 4-in., \$39; 4½-in., \$43.50. Galvanized, ¼-in., \$3.40; ⅜-in., \$3.70; ½-in., \$4; ¾-in., \$5.25; 1-in., \$7.60; 1¼-in., \$10.35; 1½-in., \$12.70; 2-in., \$17.

Logging Chains—5-16, \$5.85; ⅜, \$5.75; 7-16, \$5.05.

Lanterns—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; Red Rose, 25½c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c-25c; acme lamp, 30c; White Lily, 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100-pound drums, \$2.75; turpentine, bbl. lots, 90c per gal; linseed oil, raw, \$1.05; boiled, 3c per gal. advance on this price.

Pig Lead—\$5. Lead pipe, \$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope—Sisal, 9½; pure manila, 11; British manila, 9½; lath yarn, 9½c.

Steel Squares—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades; 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Solder.—21c per lb.

Screws.—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Stove Pipes.—6-inch, \$8.69; 7-inch, \$9.31.

Tin Plates.—I.C. charcoal 20 x 28 full box, \$9.25; ¼ box, \$4.87½; IX, full box, \$11.25; ¼ box, \$5.87½; IXX, full box, \$13.25; ¼ box, \$6.87½.

Terne Plates—I.C. plates, \$8.50.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., \$3.05; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Wire Nails.—\$2.80 Winnipeg and \$2.35 Fort William.

Wringers.—Royal Canadian, \$35; new easy, \$39.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Spring Mattresses—Watson, Jack & Co., Montreal, ask for the names of manufacturers of spring mattresses.

H. R. Ives & Co., Montreal, Alaska Feather & Down Co., Montreal; John Hanna, St. John, N.B.; Geo. Gale & Son, Waterville, Que.; J. W. Kilgour & Co., Beauharnois, Que., Victoriaville Furniture Co., Victoriaville, Que., Woodstock Spring Mattress Co., Woodstock, Ont.—Editor.

Kitchen Cabinets—Collingwood Hardware, Limited, ask for the names of Canadian manufacturers of kitchen cabinets.

Manson Campbell Co., Chatham, Ont.—Editor.

Selfwringing Mops—Summer Co., Moncton, N.B., ask for names of manufacturers of self-wringing mops.

Dana Manufacturing Co., Cincinnati, Ohio, and White Manufacturing Co., Fultonville, N.Y.—Editor.

Steel Silos—"W. C." asks where he can buy steel silos.

None are made. A Canadian metal roofing manufacturer investigated the proposition this year and has decided that it would be unwise to make silos of metal.—Editor.

The C.P.R. will, next fall, begin constructing the Arrowhead & Kootenay Railway, to connect the main line at Revelstoke with the Crow's Nest road via the Lardeau. The work will be rushed to completion in order to have it available as soon as possible as an alternative route in case the main line becomes blocked by snow slides, as was the case last winter.

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The first consideration in the manufacture of

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is quality. Our 43 years of practical experience, our control of the raw materials and our facilities for manufacture enable us to produce uniform products of the highest quality.



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These Stains give that Beautiful Soft Wax Finish now popular in High Class Wood Finishing. A Perfect Finish on any wood with one coat and specially adapted for our B. C. Fir Wood. Stocked in Flemish Oak, English, Brown, Weathered, Lt. Weathered, Green Weathered, Black Flemish and Brown Mahogany. Let us send you Samples of these Stains — They are Business Getters.

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EDMONTON

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THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Reardon Rifle Sight Co. will locate at Ottawa.

Dominion Felts, Ltd., will erect a felt factory at Elmira, Ont.

The Crown Electrical Mfg. Co. are erecting a factory at Brantford.

The by-law to loan a cork factory \$10,000 was carried at Port Colborne, Ont.

H. H. Ittner intends extending his brick-making plant at Prince Albert, Sask.

The Canadian Woodenware Co., formerly of Hamilton, will establish a factory at South Bay, N.B.

The Fort George Lumber & Navigation Co., Vancouver, B.C., will shortly enlarge their plant.

A. A. Barthelmes & Co., Toronto, have a permit to erect a five-storey and basement factory, to cost \$46,000.

The Trussed Concrete Steel Co. will erect a \$75,000 flour mill at Saskatoon for the Saskatchewan Milling Co.

Blake Wilson, manager for P. Burns & Co., it is stated, has selected a site for a refrigerator plant at Prince Rupert, B.C.

The Taplin Timber Co., Toronto, have commenced the erection of a large sawmill on the shore of Lake Sasaginaga, near Cobalt.

The Westholme Lumber Co., Victoria, B.C., will shortly commence to build a three-storey store and warehouse, costing \$44,000.

The Maple Leaf Milling Co., Winnipeg, have let contracts for the building of 17 elevators in Saskatchewan to the W. A. Harper Construction Co., at \$102,000.

The James Power Co., Toronto, are seeking to locate a factory for the manufacture of motor car requisites at Ottawa. Estimated expenditure on building, \$10,000.

The National Timber & Pulp Co., Toronto, intend to erect a large pulp mill at the junction of the Ste. Anne and St. Lawrence rivers, in Quebec, as well as a new sawmill.

Atkins & Hardy, Owen Sound, have let contracts for their new factory for the manufacture of wood fibre. The building will be of concrete and machinery of the latest type will be installed.

E. P. Foley and Herman Riegar, Niagara Falls, N.Y., will establish a new paper mill at Thorold, Ont. Only pulp will be manufactured at first, but subsequently the company will manufacture various qualities of paper.

Dickenson & Scott, New Westminster, B.C., have almost completed the erection of a new sash and door factory at North Vancouver. The factory is being equipped with the latest types of machinery for the manufacture of interior house finishings.

The A. R. Rodgers Lumber Co., Enderby, B.C., will operate their mill both night and day during the present season. Extensive improvements have been made to the mill, two carloads of machinery having been installed during the last two months.

The Bryan Mfg. Co., Collingwood, have prepared plans for extensions which they propose to make to their premises. A new dry kiln will be erected at once. The contract for the equipment of this building has been given to the Sheldon Mfg. Co., Galt. In the fall a second factory is to be constructed as well as a new office building.

An American syndicate is negotiating for the purchase of the McLaren mills at Buckingham, Que. The syndicate intend to conduct the business on a much larger scale and to establish a fast shipping service to New York and other large American cities. About 2,000 additional men will be employed if the deal goes through.

Municipal Undertakings.

Tenders will be received until May 26 for extension of sewers at Fort Frances, Ont.

The Welland council are considering the construction of a trunk sewer to cost \$5,450.

The contract for sewer pipe at Winnipeg was awarded to Thos. Jackson & Son, at \$6,755.50.

Chipman & Powers, Toronto, have been asked to outline plans for waterworks at High River, Alta.

Fernie, B.C., has decided to raise \$1,900 for water extensions, \$2,700 for surface drainage and \$41,000 for sewers.

A by-law to raise \$27,000 will be submitted shortly for the installation of a waterworks system at Chippewa, Ont.

A new six-million-gallon turbine pump costing \$30,000 will be among the items in the \$375,000 bill for water extensions at Montreal.

W. Beverley Robinson, Montreal, was awarded the contract for cast iron pipe required for waterworks extensions at Winnipeg, at \$18,131.11.

J. D. Whitmore, formerly city engineer, of Moose Jaw, with T. A. Murray, is planning a new waterworks and sewerage system for Swift Current, Sask.

Charles Moore, P.L.S., has been appointed by the B. C. Government to carry on the survey for the proposed subway construction and sewerage system at Creston, B.C.

The Lethbridge council have adopted the following estimate of expenditure on anticipated works: Sewer main extensions, \$40,000; water main extensions, \$67,000; sewer outlet, \$42,000.

Tenders addressed to J. H. Atwood, Bridgeburg, Ont., will be received until May 16 for material and construction of

about 10,000 lineal feet of vitrified pipe sewers; also septic tanks of 15,000 cubic feet capacity.

Public Buildings.

Fernie, B.C., will raise \$6,000 for new schools.

An emergency hospital is to be erected at Stewart, B.C.

St. Catharines will erect a modern hospital, to cost \$50,000.

Andrew Carnegie has offered Owen Sound \$25,000 for a free library.

The Syrian Orthodox church will erect an edifice at Montreal, to cost \$8,300.

There is a movement on foot to erect a modern theatre at Prince Albert, Sask.

A permit has been issued to John Morley for an extension of St. Joseph's school, at Sydney.

A \$15,000 by-law may be submitted for an extension to the Collegiate Institute at Niagara Falls.

The Arnprior, Ont., school board have decided to improve and add to the high school, at an expenditure of \$14,000.

General Buildings.

A new \$10,000 hotel will be erected at Fonthill, Ont.

Citizens of Calgary will build a half-a-million-dollar hotel.

Thos. Kelly & Son will erect a \$70,000 office building at Winnipeg.

The Salvation Army will build new barracks at Prince Rupert, B.C.

A. A. Dick will build a big temperance hotel at Calgary, to cost \$100,000.

A Masonic building will be erected at New Westminster, to cost \$20,000.

H. B. Labelle & Co. will erect an eight-storey building at Montreal, to cost \$105,000.

Revillion Bros., Nepigon, will erect a business block at Fort William, to cost \$15,000.

A site has been purchased as a location for the new Masonic hall in the west end of Toronto.

The C.P.R. will erect a cold storage plant, wharves, etc., at Summerland, B. C., to cost \$38,000.

Simoneau & Dion have been awarded the contract for the erection of the Mitchell block, at Sherbrooke, Que.

W. E. Noffke, has completed plans for the three-storey block at Ottawa, to cost \$100,000, to be erected for K. Farah.

Plans are being prepared by Carl Wirth for the construction of a \$60,000 business block for Jas. Murphy, at Fort William.

The following building permits were issued recently at Winnipeg: Wm. McLean, five dwellings, \$12,500; J. Morris, house, \$7,200.

The following permits have been issued recently at Regina: Robt. Armour, block, \$28,000; A. M. Fraser, residence, \$6,000; Alex. Mowat, business block, \$20,000; P. McAra, business block, \$20,000.

Recent building permits granted at Port Arthur include: W. B. Leece, business block, \$14,000; H. S. Goodier, house, \$5,000; Shumiah Lodge, temple, \$25,000; W. G. O'Leary, house, \$6,000; W. R. Telfer, house, \$6,200.

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Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

AGENCIES WANTED

THE HOMES' HELP, No. 20 Charlotte St., Port-of-Spain, Trinidad, B.W.I., are prepared to receive consignments, also agencies throughout Canada. Correspondence solicited. (32)

AGENTS WANTED

CANADIAN AGENT WANTED for first-class line of files manufactured in the United States. Would back up good energetic man with regular advertisement in trade newspapers. State territory covered and lines already handled. Box 987, **HARDWARE AND METAL**, Toronto. (22)

U. S. MANUFACTURER of Nail Pullers and other specialties wants to secure Canadian agency in Montreal, Toronto and Winnipeg. State lines already carried. Box 988, **HARDWARE AND METAL**, Toronto. (22)

WANTED—Agent to sell Gas and Electric Lighting Fixtures, including fancy bronze and brass figures, for large German manufacturer. Apply to **ARTHUR ZUBER**, Berlin, S.W. 42, Germany. (20)

BUSINESS CHANCES

FOR SALE—Good retail hardware business in growing city of Western Ontario. For particulars apply Box 992, **HARDWARE AND METAL**, Toronto. (20)

FOR SALE—An up-to-date hardware business, including buildings, in the town of Andover, N.B. This is a splendid opportunity for any enterprising hardwareman, being in the centre of a rich district. Sale necessary on account of the late owner's death. Apply to H. N. Coates, care S. Hayward Co., St. John, N.B. (21)

FOR SALE—Up-to-date hardware, furniture and undertaking business for sale in new Western town, two years old. 1908 turnover \$14,000; 1909 turnover \$32,000. Ill health reason for selling. Box 10, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg. (10tf)

HARDWARE AND TINWARE BUSINESS. Stock and fixtures \$6,000. Village in farming section. Address Box 984, **HARDWARE AND METAL**, Toronto. (21)

HARDWARE and Stove business for sale. Stock and fixtures \$3,300. In first-class shape. Town 1,100 population. Situated in rich farming centre. Building for sale or to lease on easy terms. Address Box 991, **HARDWARE AND METAL**, Toronto. (20)

SIX THOUSAND HARDWARE, in one of the best towns in central Ontario. Population over five thousand, with only one other hardware store. Stock is first-class, assorted, and doing good trade. Box 995, **HARDWARE AND METAL**, Toronto. (21)

STOVE and Tinware Business for Sale in Fonthill; also property for sale, consisting of house, shop and barn, and about ½ acre of land. W. E. Pollard, Fonthill. (19)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J," which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

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EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egray Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont. (tf)

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KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 38 King St. West, Toronto.

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THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

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WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

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WANTED—Tinsmith and two hardware clerks, experienced in tinsmithing desired. Enclose references. A. S. Worthen, Zealandia, Sask. (21)

WANTED—An experienced, active hardware man, one that is capable of taking charge and handling clerks. Apply stating age, experience and what salary required, with full references to the Brandon Hardware Co., Brandon, Man. (20)

WANTED a tinsmith for Western Town, steady job for good man. Apply Manitoba Hardware & Lumber Co., Miniota, Man. (18tf)

WANTED: Varnish traveler for large American varnish company who are establishing a branch factory in Ontario. Man with experience in varnish business preferred. Address Box 983, **HARDWARE & METAL**, Toronto. (20)

WANTED—Energetic, up-to-date thoroughly posted hardware man for Manager Retail Department, general hardware, stoves, sporting goods, etc. by concern doing large general hardware, jobbing and mill supply business. Good position for the right man. Give experience, references, age and salary expected. Address Box 989, **Hardware and Metal**, Toronto. (19tf)

SITUATIONS WANTED

YOUNG MAN, with four years of experience in hardware, speaking English and French fluently; good salesman and good stock-keeper. Best references. Box 994, **HARDWARE AND METAL**, Toronto. (20)

Retail Paint Talks

No. 10

THE EFFECT OF DISPLAY.

"In one year," said a young hardwareman to the writer recently, "I have worked up a fine paint trade in a district that was entirely fresh ground. That is to say, I have received no support from the educative efforts of a merchant before me." "Well, how did you do it?" was the query, and the answer came, as it comes from every man who is enthusiastic over his paint department and gives it proper attention, "by window display, and by keeping the stock in a prominent location, and so arranged that not only the eye of every customer must fall upon it, but there is no difficulty in reading the labels of each tin, and seeing the lines the store carries."

It really was a pleasure to inspect the stock in this store. Stacked neatly in divisioned shelves, near the entrance to the store, the various tins seemed to invite inspection. You felt a curiosity to see how many colors were represented, the names of the different specialties, and so on.

While in this store the writer himself saw a customer, who came in for a small butt, deliberately step over to the paint side. His attention had been attracted by the tins, and he had to satisfy his curiosity. That man had no thought of paint when he entered the store, but he was made think of it, while he was there. His scrutiny may have started a train of thought, as to doing some painting himself—the suggestive effect of a display is marvellous. But in any case he will always remember that he had been attracted by the paint display of the store, and on a future occasion this will probably mean a sale for the merchant. To sell a man a piece of hardware, and yet at the same time make him, of his own initiative go over and carefully inspect the paint lines is, to my mind, a great piece of co-operative work.

Every merchant can do the same thing. There are no exceptional circumstances. Wherever there is a hardware store there is a paint demand. It simply wants bringing out and holding, and any merchant who has enthusiasm for his paints can do this.

When it is considered what little effort is required to make a success of the paint department it is astonishing that so many merchants continue to be apathetic. The management of the paint department will not take up so much of his time that a merchant cannot look after the other part of his business as well as ever before. There is no question of robbing Peter to pay Paul. It is just as easy to stock the paints in a prominent position as to place them at the back of the store, where a light all day long is required to see them. It is

ELASTIC, as its name suggests, gives no bother, because it won't check nor flour. Satisfies far better than ordinary varnishes, yet costs no more than they. You can recommend it for the job your most particular customer is most particular about.

**The
All-Use
Finish**

ELASTILITE

Has the looks of fine coach varnish, yet **STANDS THE WEATHER.** Good in doors or out—flows nicely, brushes easily, dries perfectly. Will you have free sample tin to prove it? Then just address

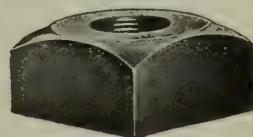
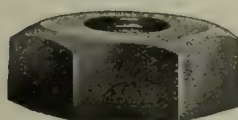
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NUTS: Square and Hexagon

We carry large stocks and can ship promptly

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just as easy to arrange them in an inviting manner as to jumble them altogether in a manner that shows to a discriminating customer that the merchant in question thinks little of his paints or he would take more pride in their arrangement.

PAINT AND OIL MARKETS

MONTREAL

May 13.—Notwithstanding the advances which have been made in most lines, no check has been noticed to the flow of orders. Trade has much surpassed this time last year, with every prospect of the movement being continued. All lines show strong activity, and it is evident that painting has become pretty general all over the country.

The chief topic of interest this week has been the linseed oil situation. Owing to a weaker English market, and a feeling among holders that prices are too high for conditions, a cut of 3c has been made. This may or may not last. Other lines are firm and unchanged.

Turpentine.—Turpentine is somewhat on the quiet side. Buying is steady, but there is no snap to the market. Quotations of 83c for single barrels still obtain, and it is evident that the market is held more strongly than is apparent on the surface.

Linseed Oil.—Holders do not seem to be quite so sure of their ground, and quotations have been eased off 3c per gallon. This, however, must not be taken as a sign of any great reaction. English quotations have shown a sagging tendency and the market had been cut to meet this movement. Holders are still just as disinclined to sell as heretofore. We now quote 97c for raw and \$1 for boiled.

White Lead.—White lead has received a spurt this week, and orders have been much heavier. Quotations for the dry article are somewhat easier, but there is apparently no tendency to lower the figures already obtaining for white lead in oil. We quote: \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Red Lead.—Abundant supplies are now arriving, and round lots taken directly from the wharf are shaded 10c to 15c per 100 lb. Ex-store the quotations remain as follows: Genuine red lead in casks, \$4.75 in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100 lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and small quantities, \$5.75.

Varnishes and Japans.—The advance in quotation has not checked the demand, and orders for all lines have been exceedingly good. Handy sized tins are in most prominent request, and the demand for household purposes is evidently becoming a big factor among the merchants.

Dry Colors.—Notwithstanding the heavy shipment of liquid paints the output for dry colors such as chromes, golden ochres, oxides, and venetian reds, is exceedingly satisfactory. The market is firm.

The greater the efforts made in pushing paints the greater the profit, but even if the merchant restricts his efforts he will find that by merely displaying his paints well both by exterior and interior display, that his lines are a great source of revenue.

Putty.—The demand continues in good shape with prices firm and unchanged. We quote: 100-lb. drums, \$2.45; bladders, in barrels, \$2.70.

TORONTO.

May 13.—Paint trading during the week has been good. Both local and country points have been taking repeat deliveries rather freely, and the orders are of fair size. Prices of strictly paint lines remain steady on a firm market. There is, however, a decline in linseed oil and an easier tendency in turpentine.

Paris green is moving well from local jobbers to country points, and right up to the end of May this commodity is expected to show good and steady sales. There is more confidence in buying Paris green this year than there was a year ago. White lead keeps in the same position despite spasmodic rumors of future advances.

The strike of local painters has not yet affected the selling of paints, except that hardwaremen are probably selling more prepared paints in Toronto as a result of home owners doing their own decorating. House painters state they have very little difficulty in getting men, and report outside painting as being satisfactory. There is quite a lot of big work held back, but that is expected to be ready by June.

The advanced prices of the better grades of prepared paints provoked some good booking before the advanced quotations took effect and a few jobbers anticipate that a number of hardwaremen and other buyers have placed orders for fall, with a prospect of a slight let up when autumn arrives.

One of the rosin dealers in Toronto has received advices that prices have advanced 7½ cents per barrel, which means that for common grades the price is higher now than for some years past.

Turpentine.—The majority of houses continue to quote 83c for single barrels, but on account of the advancing season one house is quoting 81c this week. The stock of "turps" in Savannah last year at this time was 26,000 barrels, it is now 5,000. In Jacksonville it was 20,000 and is now 2,800 barrels. The weather conditions remain cool at the south. Nights are so cold that people are sleeping under blankets. It has as well been very dry for some time. These two considerations have greatly impeded the flow of gum so that there is not expected to be the usual quantity of turpentine for the

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If furniture, or interior woodwork of either hard or soft wood, is in need of renovation, **DEPENDON** will meet every requirement. It dries free from tack in a few hours, and if desired can be polished in twelve. It will please your trade.

If a floor varnish is called for, one that makes a splendid finish on any class of work, we recommend our **EVERLASTIC** Quick Drying Floor Varnish. It dries hard and comes mighty near being an "everlastic" coating. It is "elastic" and tough, and does not easily scratch or mar. It dries dust-free in about eight hours, has a brilliant lustre, and can be walked on next day.

If porch woodwork and front door, or bathroom, should need treatment, **GOLD MEDAL** is unrivalled. It is smooth flowing and easily applied, is durable, and will resist moisture and changing temperature.

With these three Varnishes for household purposes in stock, you need no others. Cultivate simplicity.

Write for our favorable quotations.

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Montreal **Hallifax**
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**100%
Pure**
Paint

FROM THE STANDPOINT OF PROFIT

You will never make a cent of profit on the paint that stays on your shelves, Mr. Dealer Man. The only way to make money on paint is to find customers who will come and carry it away and use it.

The MARTIN-SENOUR Paints

are the kind you need. They don't loaf around the store using up space, collecting dust and eating up profits. You'll never wear out the labels on Martin-Senour cans handling them. You'll turn your stock over a dozen times before the labels on the cans get soiled. If you want to sell paints that customers will carry away and use and come back for more — here's the paint, and we will tell you how to get the customer to coming for it. Write today — ask us to tell you how to do it.

THE MARTIN-SENOUR CO., Limited

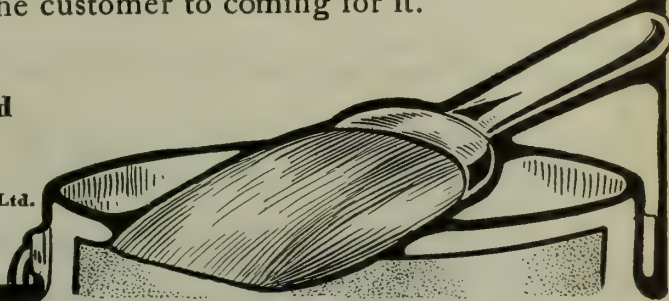
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SANI-FLAT

Are you handling "SANI-FLAT," the durable Oil Paint, that produces a dead flat finish, smooth and soft as velvet? Covers perfectly, is easy to apply, is sanitary and unfading, very durable and economical.

Made in white and 12 colors. A line that will prove a very popular one in your paint department.

Send for color card and prices.

BENJAMIN MOORE & COMPANY

LIMITED

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New York

Chicago

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next month. This has tended to keep the price up to what it was a month ago. Toronto jobbers who last week were asking 84c reduced the price hoping to buy for less money at Savannah; in this they have been disappointed, however. A number of substitutes are being offered.

Linseed Oil—There has been a slight decline in the British market, and this has brought about a lower price here. Single barrels of oil are now offered at 97c for raw and \$1 for boiled. The price for flaxseed, both in Canada and in the United States remains at the high point which it reached some weeks ago. In Chicago it is still quoted at \$2.40 per bushel. There was some cutting indulged in by local men since last issue, but the situation has improved the past few days. Linseed oils is, however, hardly as firm as it was last week.

White Lead—Sales are still good at unchanged quotations. Shipments have been heavy and steady.

Red Lead—The outside prices range from \$4.25 to \$5.25, last week's figures, with fair trade. Some new season's lead is being offered.

Paris Green—Shipments are very goods, deliveries being made to all sec-

Within the last few years, the Canadian trade on the Pratt & Lambert line has increased so rapidly as to make advisable the erection of an additional plant in Canada to facilitate the handling of the business.

The plant located at Bridgeburg, Ont., shown in the accompanying illustration occupies a four-acre site, and is entirely of steel and concrete construction, fireproof throughout. The plant has a tankage capacity of about 500,000 gallons and nothing has been overlooked which would assist in perfecting the methods of making, testing and shipping the goods. Every modern improvement has been taken advantage of, and the whole establishment planned in the light of the most advanced varnish knowledge. The establishment of such a large and complete plant indicates the confidence, which Pratt & Lambert have in Canadian prosperity. The plant was opened about the first of April.

Among some of the interesting apparatus in the Pratt & Lambert Laboratories, is that called the "Humidor," by means of which it is possible to subject varnishes to every kind of climatic and atmospheric conditions. The im-



The Canada Paint Company suspend their usual weekly advertisement to place upon record the sincere grief which is felt by all their staff, together with the world at large, at the great loss which has been sustained through the lamented death of the late King Edward.

**The
Canada Paint Co.
Limited
Montreal Toronto
Winnipeg**



Pratt & Lamberts New Plant at Bridgeburg, Ontario.

tions of the provinces. Prices hold firm and a good feeling prevails.

Sundries—Varnishes and floor paints are leading just now.

Petroleum—Motor gasoline and benzine are increasing rapidly in demand. The former is at 17c, and the latter, 15c. Coal oil is unchanged.

NEW CANADIAN VARNISH FACTORY.

It was in 1849, sixty-one years ago, that A. W. Pratt began the manufacture of varnish in Long Island City, and now Pratt & Lambert Varnish Industry, with its American factories in New York, Buffalo, Chicago and foreign factories in London, Paris and Hamburg, is claimed to be the largest varnish industry in the world.

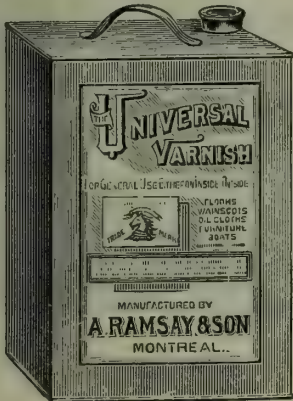
mense advantage this gives the manufacturer is easily seen. For instance, the very varnish which the tests in the climate of the factory would show up all right, if taken where the temperature and humidity were higher, would not dry properly. But with the "Humidor" the manufacturers are in a position to test each and every lot of varnish and be assured before making shipment that it will stand the temperature and humidity of the locality in which it is to be used.

Another instrument of an entirely different nature is the Micrometer. With this, the thickness of a varnish coat can be determined down to .0001 of an inch. And this Micrometer, which shows in actual figures just how thin a varnish coat is, makes all the more real and wonderful, the extraordinary wear-resisting qualities possessed by varnish.

A Varnish Deal

There are all kinds of deals, but the fair deal is one that is fair to all. A Varnish deal must be fair to the buyer, the seller and the consumer,

Let us tell you about such a Varnish. It is labelled like this:



When you buy Ramsay's Universal Varnish, you have an interesting deal. You have a varnish that gives a rebate to the man who buys a quantity and you don't pay it—who does? We do. That makes it square for you, it is satisfactory to us and the consumer is interested.

Some people tell you, you must have a special varnish for every particular work. Don't you believe it. With a few good varnishes you can serve a lot of customers. Ramsay's Universal is one of them. It is guaranteed for doors, floors, boats, oilcloths, carriages and general work inside or out. We have an extremely interesting proposition to make on this "King of Varnishes." Do you want to know what it is? Write us.

A. Ramsay & Son Co.

EST'D. 1842 Montreal VARNISH MAKERS

NEW ERA PAINT

For profit and satisfaction here's a line that's hard to beat!

"New Era" Paint is honestly made. It is warranted to hold its color better, to last longer, and to cover more surface than any other prepared paint.

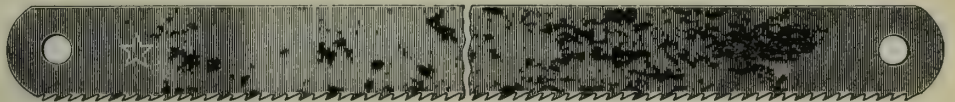
WRITE FOR PRICES

Standard Paint & Varnish Works Co.

WINDSOR, ONT.

LIMITED

When The Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices? Our new list on this line is

\$3.50 3.75 4.00 4.50 5.00 5.50 6.00 per gross
6 7 8 9 10 11 12 inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

MILLERS FALLS COMPANY, 28 WARREN STREET
NEW YORK, N.Y.



Sanitation Problem Solved

BY THE USE OF OUR

Aerated Sanitary Dry Closet

They do not require Waterworks or Sewerage

This Aerated Closet takes its air from the outside through a 2-inch tin pipe which comes in beneath the floor and carries the air up the front of the inside of the closet, through a distributor, which spreads the sheet of fresh air the entire width of the pail, causing a strong current to pass over contents and up vent. The liquids are carried off by way of a funnel which empties into a drain pipe.

The solids are contained in a large pail, and the only attention this needs is to be emptied every four or six weeks. We guarantee it just as sanitary as any flush closet recommended by prominent Boards of Health.

Catalogue Sent on application.

PATENT APPLIED FOR

KENDRICK & CO., SIMCOE, ONT.

Your Profit and Reputation

demand a careful selection of Varnishes, etc.
We are makers and acknowledged leaders in

Architectural Finishes,
Carriage Varnishes,
Japans,
Enamels,
Wood Stains

and



A full range of our products will be found to fill all your requirements. *Made in Canada*

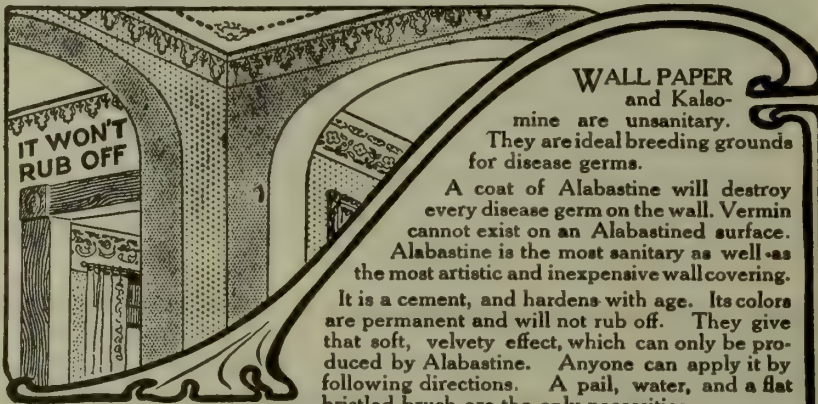
INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO

New York Chicago London Berlin Brussels 2383

One of our new 1910 ads. appearing in leading Canadian publications



CHURCH'S COLD WATER Alabastine

None Genuine without Little Church on Label

FREE STENCILS

We have organized a Decorative Department, and are prepared to furnish FREE COLOR SCHEMES to suit your particular needs, as well as FREE STENCILS, to all users of Alabastine. Write today for particulars. Our advice is FREE. Let us show you how to decorate your Home in Harmony and Good Taste at a moderate cost.

The Alabastine Co., Ltd.,

Willow St., Paris, Ont.

Free Stencils

We ask your attention to one of our new ads. for 1910. It is shown immediately to the left of this paragraph. Read what it says about FREE STENCILS.

Then, remember, this Free Stencil Idea is ONLY ONE of the several extra sales schemes, in addition to our \$10,000 Canadian Advertising Campaign, that we have adopted in order to add to the popularity of Alabastine.

Wide-awake dealers appreciate the thoroughness and liberality of the co-operation we offer them. Working hand in hand with us you can do a big trade in Alabastine this year. Just ask us to send you, by return of mail, our dealers' sales plans for 1910. We charge you nothing for sending them. And when you see them you'll be mighty glad you asked for them

The Alabastine Co.,

LIMITED
PARIS, - - - - - ONTARIO

Berry Brothers' Famous Varnishes

LIQUID GRANITE

Most durable finish made

LUXEBERRY WOOD FINISH

Best hard oil finish on the market

SPAR VARNISH

STANDS THE WEATHER WELL

Send for Booklets and Prices

Berry Brothers, Limited
Walkerville, Ontario

THE
DOUGALL VARNISH CO.

LIMITED

SUCCESSORS TO

MC CASKILL DOUGALL & CO.



MANUFACTURERS OF

HIGH GRADE VARNISHES

ALSO

CANADIAN MAKERS OF THE

**MURPHY VARNISH COMPANY'S
VARNISHES**

MONTREAL

CANADA

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 15. Write to-day

S. F. Bowser & Co., Limited
66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

Have You Ordered Your Pratt & Lambert Varnishes?

IF not, right now is the time to do so — to start getting the large and steady varnish trade that comes to every Pratt & Lambert Dealer. Right at the start is the time to take advantage of the

NEW PRATT & LAMBERT FACTORY

AT BRIDGEBURG, ONTARIO

Here will be turned out the Varnishes of acknowledged superior quality and absolute uniformity, the varnishes that will satisfy all your old customers and bring you many new ones.

A comprehensive sales plan, with big advertising is going to make the demand for Pratt & Lambert Varnishes felt throughout the Dominion.

If you would benefit by this demand, you will write today for prices and particulars — and learn too, the effective, thorough co-operation Pratt & Lambert gives every dealer.

PRATT & LAMBERT-INC.

VARNISH MAKERS 61 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO
FACTORIES

BRIDGEBURG, ONTARIO
CHICAGO

NEW YORK

BUFFALO

LONDON

PARIS

HAMBURG

Distributors: Stewart and Wood, Toronto, Ont. The Staneland Co., Victoria, B. C. Winnipeg Paint & Glass Co., Winnipeg, Manitoba
Calgary Paint & Glass Co., Calgary, Alberta British Columbia Plate Glass & Importing Co., Vancouver, B. C.

**It is one thing to be head-long—
Another thing to be long-headed**

To experiment with cheap Linseed Substitutes is head-long, with trouble not far off—Be long-headed—Play the favorite.

“LYNOIL”

Is a proven success, due to public knowledge of genuine merit. “Lynoil” has the largest sale of any Paint Oil in Canada. The reason is—Merit—It is the nearest approach to Linseed Oil. It is the only dependable Substitute, thirty years' experience blocks imitators. There is nothing else so good.

A Free Sample “LYNOIL”

Invest one cent for a Post Card—write your name and address on it, and say “Lynoil”—We will send sample to you—Try it out and convince yourself of its worth. Write to-day, Don't be an “after-a-while,” or a “to-morrow man.” NOW is the time—Write

Canadian Oil Companies, Limited

Toronto, Ont.

Depots at all principal points

Scarfe & Co. Carry Stock in Montreal

After the 24th of May we will carry a stock of our Varnishes, Japans and Shellacs in Montreal, under the management of Mr. L. P. Trudel.

Your orders will have good attention.

SCARFE & COMPANY

Head Office and Factory, Brantford, Ont.

WINNIPEG, MAN., 78 Lombard St. Phone Main 9944

MONTREAL, QUE., 472 Delorimier Ave. Phone Bell East 442

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL



BABBITT METAL

The "KING" Babbitt is known all over the Dominion.

It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed, or Medium Pressure and High Speed.

It has strength and tenacity, and will not crack or beat out under pressure.

The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.

This is a Copperized Metal.

The James Robertson Company, Limited

Montreal

Toronto

St. John

Winnipeg

THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

"Banner" 1910

The Cold-Blast
Lantern

Constant Supervision

Skilled Mechanics

Best of up-to-date
Machinery

Handled by all Jobbers



"Banner" 1910

New Improvements

Lift, Air Chamber
Guard, Tubes
Screw Cap and Handle

Ask for Descriptive Catalogue

ONTARIO LANTERN & LAMP COMPANY, LIMITED

HAMILTON

ONTARIO

Have you seen the New Silent Safety?

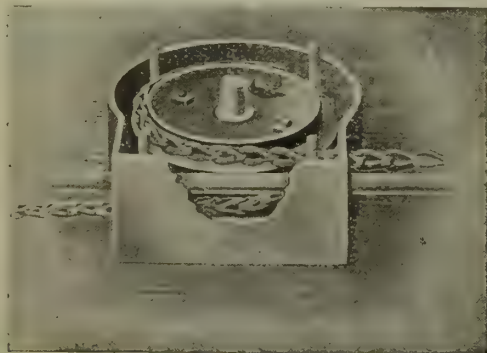
NOISELESS

A BRAND NEW WASHER on a
BRAND NEW PRINCIPLE

A machine without

FLY WHEELS GEARs COGS SPRINGS
RACKS or PITMANS.

Patented Driving Mechanism on the Simple Principle of
Leverage, which
excels any Dolly
Type Machine.



High Speed,
Heavy Fly Wheel
or Rotary for
**SILENT, EASY
RUNNING**, and it
needs no Flying
Start.

TRY IT OUT.

W. L. Haldimand & Son, Montreal, Eastern Agents
Harry F. Moulden, Winnipeg, Western Agent



GUMMER-DOWSWELL, Limited, Makers, HAMILTON, ONT.



Amatite Roofing

"Easy to sell because consumers want a Roofing that needs no Painting."

IF you do not sell Amatite Roofing in your territory soon somebody else will, because there is a constantly increasing pressure from the consumer.

We are spending \$100,000 on advertising annually to make this demand.

We are teaching the consumer to demand a roofing that does not need painting. The day of the "Paint-me-often-olds" is past. People everywhere are asking for the roofing with a mineral surface which will need no care.

Amatite costs no more than roofings that need continual painting. The customer gets 100% more value in a dollar spent on Amatite than on any of the old-fashioned so-called "rubber" or "gum" roofs. Send along your order.

The Paterson Manufacturing Co.

Limited
Toronto Montreal Winnipeg
Vancouver St. John, N. B. Halifax, N. S.

WHAT DO THE WORDS "OUT OF STOCK" COST YOU ?

Ever stop to figure up just how many times you've been forced to say, "Sorry, but we're all out." And—Have you ever stopped to consider just how many customers you have lost by this unfortunate little phrase ? Enough cash customers probably to buy your competitor out.

Ask your clerks how many inquiries they receive a week for

Star Expansion Bolts

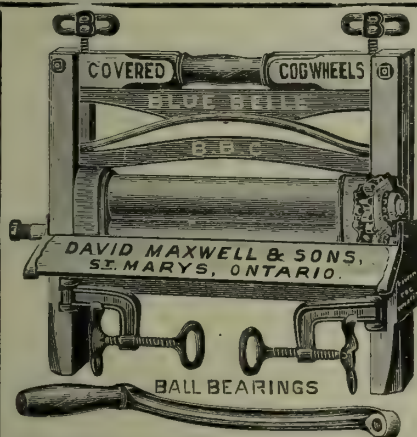
And yet you haven't stocked them ! We have been talking just like this to over thirty thousand dealers in Canada and the States alone. And over fifty per cent. have decided to "Try out" the STAR. Will you ?

Write for our special favorable dealer's proposition, free sample set and new catalogue number 36 as soon as you can grab a pen.

Star Expansion Bolt Co.

Catalogue Department 36

147-149 Cedar St., - New York City



THE BEST WRINGER

we have turned out yet is our new "Blue Belle" and we have no hesitation in saying that it is the best wringer sold in Canada.

Maxwell's "Blue Belle"

has ball bearings, covered cog-wheels and swivel tub attachment. The rolls, which are the life of any wringer, are of solid rubber and are guaranteed for five years.

You are safe in recommending the "Blue Belle."
DAVID MAXWELL & SONS, St. Marys, Ont.



Stanley Tools

"45"

Seven Tools in One

- 1.—Beading and center-beading Plane, 2.—Rabbit and Fillister Plane, 3.—Dado Plane, 4.—Plow Plane, 5.—Matching Plane, 6.—Sash Plane, 7.—Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms. Carpenters will find this tool almost invaluable. Send for Catalogue giving complete description.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



Letters and Numbers

White Enamelled
Crimson Enamelled
Blue Enamelled
Boston Brilliant (Gold)
Gold Glass
Solid Brass
Stamped Brass
Stamped Aluminum

Also Enamelled Iron, Glass and Brass Signs.

Write for Illustrated Folder and Price List.

J. E. Richardson & Co., 18 Victoria St., Toronto, Can.
Phone Main 7363

CORN AND BEAN PLANTERS



King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic; it saves him time and trouble. You can sell a lot of these Wrenches—Make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

MANUFACTURERS OF

★ **STAR BRAND** ★



Iron and Steel
BLOCKS for
Wire or Manila
Rope.
Heavy Wood
BLOCKS for all
kinds of work:
special



Star Chain
HOISTS,
Sewer PUMPS.
On sale by all
leading dealers.
Send for
Catalogue H.M.



Blocks

Chain Hoists

DIAPHRAGM PUMPS

Boston and Lockport Block Co.

116 Condon Street, East Boston, Mass.

Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

BLACK JACK

THE BEST FAMILY POLISH MADE



TRY IT.

SOLD BY ALL
JOBBERs

3/4-lb. tins—3 doz. in case.

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1882

Sole Agents for Canada

James Hutton Company
Montreal

DIAMOND BRAND FITTINGS



Watch
the
Diamond

hold pride of place for Fit,
Thread and Finish.

WHOLESALE ONLY

FITTINGS LIMITED
OSHAWA, CAN.

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.

Neptune Unrivalled Patent Steel Fencing Wire

will not sag, needs no re-straining after being erected, will not
SNAP in weather changes, is better galvanized than any other
wire, and it makes a more satisfactory fence in every way.

It stands an easy first for

ECONOMY, STRENGTH and ELASTICITY

The 12½g. and 14g. will save you over 60 per cent. as against
Nos. 8 and 10 gauges ordinary wire.

Manufacturers: Felten & Guillaume, Lahmeyerwerke-Actien-Gesellschaft
Carlswerk, Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

CASH ^{OR} PARCEL CARRIERS

SAVE TIME & MONEY



! OUR GUARANTEE

We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN LONDON E.C. ENG.

Worth Pushing

An absolute necessity to every farmer and gardener is our Compressed Air

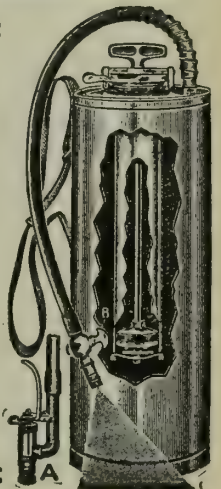
Automatic Hand Spray

Show every farmer visiting your store how useful this spray is for destroying grubs on hoe crops and fruit trees, kalsomining cellars, out-houses, etc. You can demonstrate that the Cavers Automatic Sprayer will save its cost in the potato crop alone. Runs automatically 6 to 10 minutes—a boy can operate it. Full particulars free upon request.

CAVERS BROS.

Manufacturers

GALT, ONT.



ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

ALEXANDER HARDWARE Co. LIMITED

WE
solicit your orders
for

HARDWARE

and can guarantee prompt delivery. A trial order will convince you that our prices are right.

Are you handling the SUPERIOR SCREEN DOOR CHECK? It is neat, strong, durable, efficient and a ready seller.

Sole agents for Ontario
Samples and prices
on request

WHOLESALE HARDWARE-HAMILTON

RIVETS

of any description

BRASS—COPPER—IRON

Perfect Goods

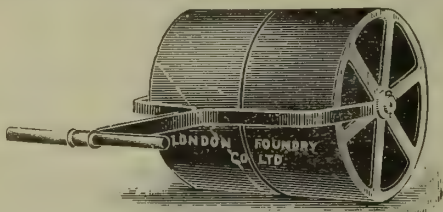
Prompt Delivery

Trial Orders Solicited

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

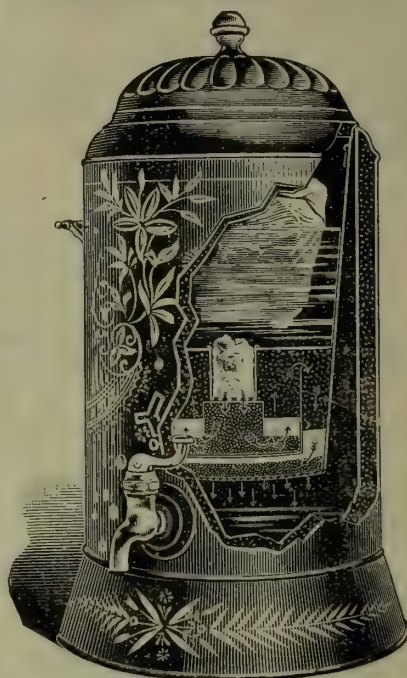
Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

UP-TO-DATE WATER FILTERS



These come in a variety of pleasing styles and are just what you should carry at this time of year.

The taps are nickel-plated and of durable make, and the efficiency of the filter in ridding all kinds of water from impurity is unchallenged.

Get Our Catalog and prices.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto St., Toronto

The "Cuma" Cultivator



Length over all 18 inches

A really good and effective Cultivator and weeder for flower-bed work. It "gets there" in a way no other tool will, and is made to stand the work. Attracts the gardeners and pleases them. Don't neglect to stock them, as they are sellers. Sold by jobbing trade.

BAILEY-UNDERWOOD CO., Limited, New Glasgow, N.S.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, nt. Belleville, Ont.
Lakefield, nt. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head Office:

Montreal

Sales Offices:

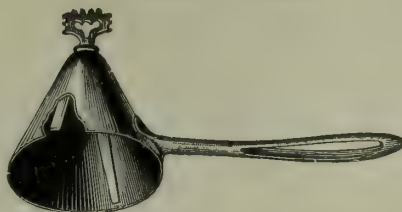
Montreal - - Toronto
Winnipeg - - Calgary

**HOUSEHOLD ICE
TONGS**

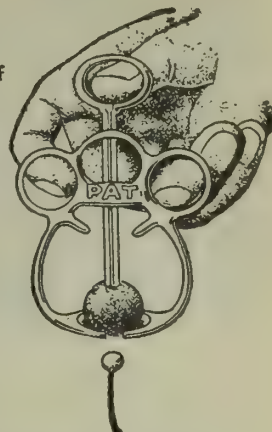


Kitchen
labor-saving
devices and
novelties of all
kinds.

ICE CREAM DISHERS



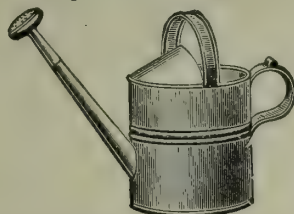
CHERRY STONERS



Get a copy of
our summer
specialty
catalogue.

SPRINKLERS

Tin, Japanned and Galvanized



FRUIT FILLERS



E. T. WRIGHT & CO.

Winnipeg Distributors—Merrick-Anderson Co.
Winnipeg. Man.

Hamilton, - Can.

The "BAYARD" Semi-Automatic Rifle

Made for 22 cal. short Smokeless Rim Fire Cartridges



This Rifle is provided with a breech mechanism that is entirely different from those hitherto used in Rifles. Similar to self-loading pistols, the working of the breech mechanism is performed automatically, the pressure of the explosion gas being used to push the breech block backward and to eject the empty shell. After each shot, the breech remains open, and to cock the rifle again it is only necessary to drop a new cartridge into the breech opening and to release the breech block by pressing the button of the breech block catch. An easily worked safety permits the rifle to be locked when loaded, a device which will be welcome to all users of this arm. The extreme simplicity of the breech mechanism makes the dismounting, cleaning and inspecting of the different parts an easy task. Another feature found in this rifle is the interchangeability of the parts. All parts are made to gauge and are so much alike that a part broken, or one worn out by rough usage can be replaced without employing the aid of a gunsmith. We are prepared to say that there is no rifle in the market which can compare with this arm in so far as workmanship, accuracy of shooting, easiness of manipulation and cheapness are concerned.

For Sale by all Leading Wholesale Hardware Houses

**Electric
Welded**



**Highest
Quality**

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

**Coll
Chain**

**Logging
Chain**

**Heel
Chain**

**Loading
Chain**

**German
Coil**

**Halter
Chain**

**Tie
Outs**

**Cow
Ties**

McKINNON CHAIN COMPANY

BUFFALO, N.Y.

ST. CATHARINES, ONT.



PLYMOUTH CORDAGE CO.

PLYMOUTH

WELLAND

Use "PLYMOUTH" (Ship Brand) Lath yarns; they will save you money and increase your satisfaction

Special care in the selection of the raw material, coupled with the "PLYMOUTH" spinning, which is noted for its evenness and uniformity, easily place our Ship Brand yarns at the top as regards quality and efficiency. These two factors mean satisfaction and economy for the user. No heavy surplus of tar to pay for—an equal weight of "PLYMOUTH" yarns will give a greater number of smooth, strong ties than any other that can be bought.

Recognized everywhere by the largest buyers as the best and most economical. Why not use it?



INDEPENDENT CORDAGE CO., LTD.

Stocks at

TORONTO
MONTREAL
HALIFAX

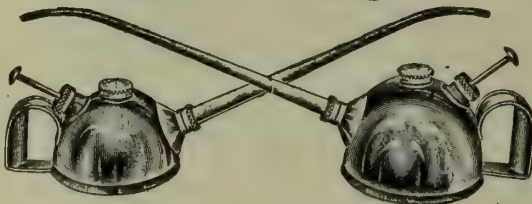
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO



Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

The AYLMER



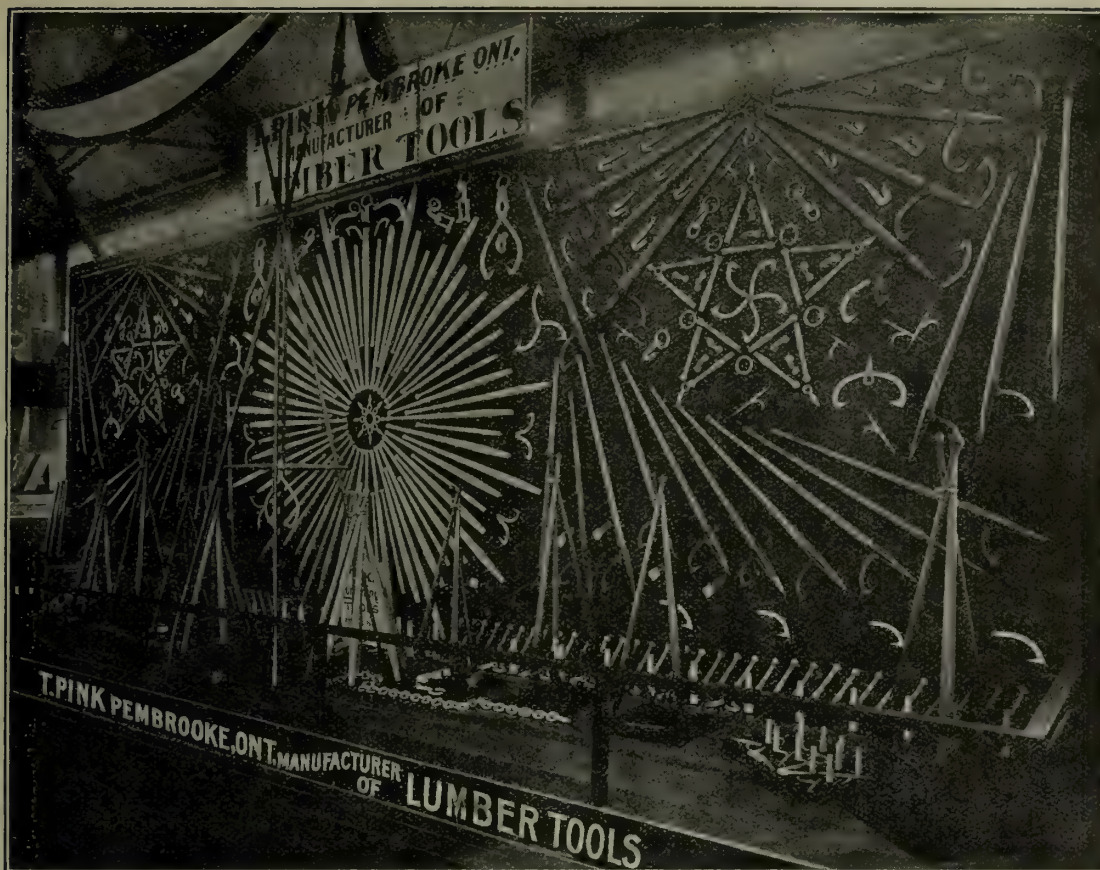
Branch Pipe Double
Acting Force Pump
fitted for Windmill
or Hand use.

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - - ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

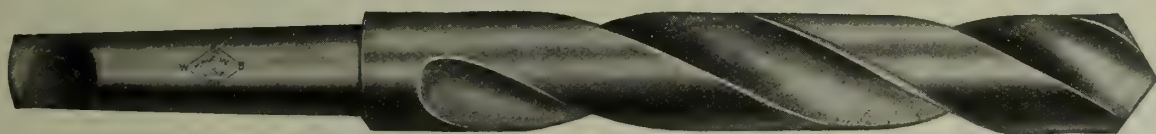
Light and Durable

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

"W & B Diamond" Twist Drills



We carry the largest stock of all standard sizes
of Twist Drills in Canada, and make shipment same
day order is received.

Send your orders to us and you will not be
troubled with Customs or Brokerage Fees.

Highest Quality Guaranteed

The Whitman & Barnes Mfg. Co.

St. Catharines, Ontario



Oakey's

The original and only Genuine Preparation for Cleaning Out-
let. 6d. and 1s. Danlers

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

William Bayliss

Limited
BIRMINGHAM, ENGLAND

Solid Drawn Brass Cased Tube
Stair Rods and Brass Cased Rodding

Seamless Steel Tube
(Round, Square and Flat)
Brazen Iron Tubes
(Round and Square)
Square Brass Tubes
and Brass Mouldings

For
Bedstead
Trade

Agent for Canada:

ALEXANDER GIBB

13 St. John St.

MONTREAL

**Turn Your Accounts
into Cash**

Our Collection System can get the
money—that's its big recommendation.

If we don't collect we make no charge.

We make a specialty of getting collateral
security.

Write for circular, rates and methods.

References from best dealers and Bank
of Hamilton, Winnipeg.

Commercial Union Association

45 Atkins Bldg., McDermott and Albert Sts.

WINNIPEG, MAN.

Service

Est. 1903

Satisfaction

Stand any old kind of racket!

There's nothing so handy around house, store
or farm as the

**BUSTER BROWN
CHILDREN'S EXPRESS WAGON**

They're strongly made, easy running and well
finish'd, and are a splendid selling line.

IN 4 SIZES

Write for Prices

Western Representatives:

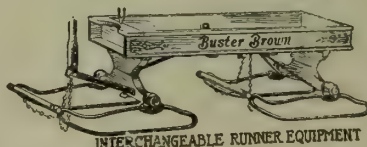
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



NO.1 (SOLID)



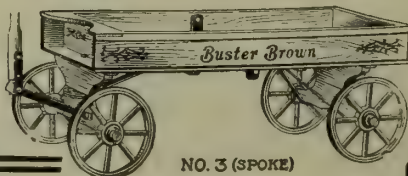
NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO.2 (SPOKE)



NO.3 (SPOKE)

**The Woodstock Wagon &
Mfg. Co., Limited**

WOODSTOCK, - ONTARIO

**THE
WHITE
MOP
WRINGER
COMPANY**

offers the Largest Line of Mop
Wringers in the World. Latest
improvements. Up-to-date.
Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate,
wrings driest, and is the
most durable on the market.
Adapted to sheet iron
or wooden pails. Free display
rack. Liberal discounts.
Write to-day for catalogue.

MADE IN CANADA
**WHITE MOP
WRINGER CO.**
Fultonville, N.Y.

Manufacturers
of Mop
Wringers
exclusively

**This
Trade Mark
Insures
Genuineness
Originality
Perfection
Satisfaction**

**Building Papers
FOR ALL PURPOSES**

We can give you the best possible value in

Tarred Felt

Roofing Papers

3-Ply Ready Roofing

Coal Tar and Roofing Pitch

P. & B. Cold Storage

Insulating Papers

WRITE US FOR QUOTATIONS ON THESE GOODS.

We want you on our list of customers, if you are not already there.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

PATTERN LETTERS

IF YOU USE THEM

Send for our New List No. 3.

STENCILS

IF YOU USE THEM

Send to us and get Artistic Work.

STEEL STAMPS

Steel Letters and Figures

NAME PLATES

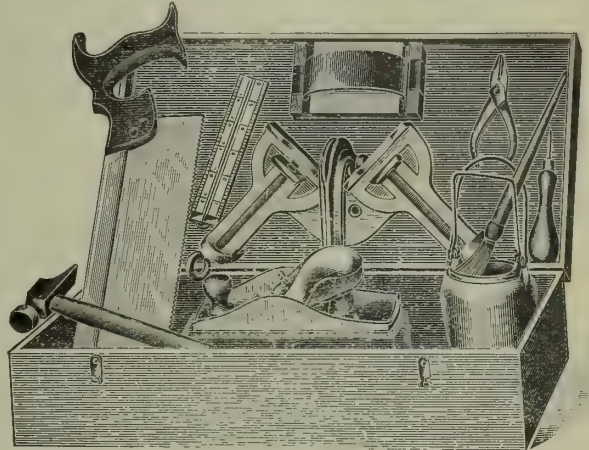
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Hamilton Stamp and Stencil Works
LIMITED

Hamilton and Toronto

Hobbies  **THE NAME**
TRADE MARK. **That Sells the Goods**

YOUR CUSTOMERS REQUIRE PICTURE-FRAMING OUTFITS AND TOOLS.



WE CAN GIVE YOU MAGNIFICENT VALUE IN THIS LINE AND ALL AMATEURS' REQUIREMENTS.

Send at once for Catalogue and Trade Terms

HOBBIES, LIMITED

DEREHAM, : : NORFOLK, ENG.

A Beautiful Lithographed Hanger

SHOWING OUR

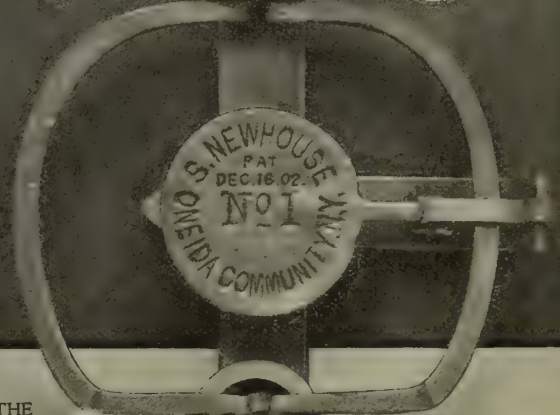
Klondike and Jubilee Brooms

will be mailed to any dealer who will indicate by a postal card that he will give it a place in his store. Both the card and the broom will add to the attractiveness of your stock.

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

NEWHOUSE TRAPS



THE
NEWHOUSE

is the best trap made.

Used by professional trappers.

Every trap warranted Sure to Go and Sure to Hold.

Furs are bringing high prices. Trappers are planning bigger lines of traps than ever.

This year will be the largest trap year the trade has ever had. Be sure to have complete stocks this Fall. Get your share of this trade. Specify now.

ONEIDA COMMUNITY, LTD.

NIAGARA FALLS, ONT.

A WARM HOUSE in winter is a COOL HOUSE in summer

This IDEAL can be achieved by using OUR BUILDING PAPERS and ROOFING.
It saves MONEY and gives COMFORT at the same time BRINGING BUSINESS to the dealer.
We make these lines to suit the Canadian climate. These are the Brands—

BLACK DIAMOND Tarred Felt



JOLIETTE and CYCLONE Sheathing.

We also sell wrapping papers of all descriptions

ALEX. McARTHUR & CO., Limited

82 McGill Street

MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb. 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 8c. per lb.

James Robertson Co.—Extra Monarch, 80c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbitt metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal—Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifric-tion, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

Montreal Toronto
Plates, ½ to 1 inch, per 100 lb. 2 20 2 20
Heads, per 100 lb. 2 45 2 45
Tank plates, 3-16 inch. 2 30 2 40
Tubes, per 100 feet, 1½ inch. 9 50 9 00
" 2 " 8 25 8 50
" 2½ " 10 50 10 00
" 3 " 12 00 12 10
" 3½ " 15 00 15 30
" 4 " 19 25 19 45

BRASS.

Spring sheets, up to 20 gauge. 0 22
Rods, base ½ to 1 inch, round. 0 21
Tubing, seamless base, per lb. 0 25
Tubing, iron pipe size, 1 inch base. 0 23
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 85 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.E.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

Per 100 lb.
Casting ingot. 14c. 13 90
Cut lengths, round bars, ½ to 2 in. 21 00
Plain sheets, 14 oz., 14x48, 14x60. 23 00
Plain, 16 oz., 14x48 and 14x60. 22 00
Tinned copper sheet, base. 24 00
Planchet base. 28 00
Braziers', in sheets, 6x4. 23 00
COPPER AND BRASS WIRE
Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

Montreal Toronto.
Canadian foundry, No. 2. 22 00
Middleboro, No. 3 pig iron. 17 75 21 00
Summerlee, No. 2. 20 25 23 50
Carron, special. 20 85
Carron, soft. 19 75
Carron, No. 1. 18 75 21 75
Clarence, No. 3. 18 00 21 50
Jarrow. 17 75 21 75
Glengarnock. 23 50
Radnor, charcoal iron. 32 00 32 50
Ayresome, No. 3. 18 75
Ferro Nickel pig iron (Soo). 25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh. 27 50
Angles. 2 50 2 60
Common bar, per 100 lb. 1 90 2 00
Forged iron. 2 05 2 10
Refined " 2 15 2 25
Horseshoe iron " 2 15 2 25
Mild steel. 1 93 2 10
Sleigh shoe steel. 1 90 2 10
Iron finish machinery steel (domestic). 1 95 2 10
Iron finish steel (foreign). 2 25 2 25
Reeled machinery steel. 2 85 3 00
Tire steel. 2 00 2 35
Sheet cast steel. 0 15 0 15
Tee cast steel. 2 40 2 50
Mining cast steel. 0 07½ 0 08
High speed. 0 05 0 05
Capital tool steel. 0 50
Camell Laird. 0 15
Black Diamond tool steel. 0 08 0 08
Corona tool steel. 0 06½
Silver tool steel. 0 12½
COLD ROLLED SHAFTING
9-16 to 11-16 inch. 0 06
14 to 17-16 " 0 05½
17-16 to 3 " 0 05
Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

Montreal Toronto
10 gauge. 2 30 2 60
12 " 2 30 2 65
14 " 2 20 2 45
17 " 2 20 2 55
18 " 2 20 2 55
20 " 2 20 2 55
22 " 2 25 2 65
24 " 2 25 2 65
26 " 2 35 2 75
28 " 2 40 2 90

CANADA PLATES

Ordinary, 52 sheets. 2 40 2 60
All bright, 52 sheets. 3 50 3 60
Galvanized—Apollo D. Crown Ordinary
18x24x52. 4 45 4 45 4 35
" 60. 4 70 4 70 4 60
20x28x50. 8 90 8 90 8 70
" 9 40 9 40 9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square. 5 50
24 " 4 50
26 " 3 30

GALVANIZED SHEETS

B.W. Queen's Fleur Gordon Gorbals
gauge Head de-Lis Crown Best
16-20. 3 60 3 35 3 60 3 60
22-24. 3 65 3 40 3 65 3 65
26. 4 05 3 80 4 05 4 05
28. 4 25 4 00 4 25 4 25
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand—
24 gauge, American. 3 60 3 35
26 " 3 85 3 40
28 " (26 English). 4 10 3 85
10½ oz., equal to 28 English. 4 35 4 15

IRON PIPE.
Size (per 100 ft.) Black. Galvanized
1 inch. 2 03 2 86
" 2 25 3 08
" 2 63 3 48
" 3 28 4 43
" 4 70 6 35
1½ " 6 41 8 66
2 " 7 70 10 40
2½ " 10 26 13 86
3 " 16 39 22 14
3½ " 21 52 29 67
4 " 27 08 36 58
" 30 78 41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices: Montreal Toronto
Heavy copper and wire, lb. 0 11 0 11½
Light copper bottoms. 0 09½ 0 10½
Heavy red brass. 0 10 0 10½
" yellow brass. 0 08 0 08½
Light brass. 0 08 0 08½
Tea lead. 0 02½ 0 02½
Heavy lead. 0 03 0 03½
Scrap zinc. 0 03 0 03½
No. 1 wrought iron. 12 00 11 00
Machinery cast scrap, No. 1. 16 00 15 50
Stove plate. 12 50 13 00
Malleable. 9 00 8 00
Miscellaneous steel. 5 00 6 00
Old rubbers. 0 09½ 0 08½

LEAD

Montreal Toronto
Domestic (Trail) pig, 100 lb. 3 50 3 75
Imported pig, per 100 lb. 3 75 3 85
Bar pig, per 100 lb. 4 15 4 25
Sheets, 24 lb. sq. ft., by roll. 5 01 5 00
Sheets, 3 to 6 lb. ft. 4 75 4 75
Cut sheets 4c. per lb. extra.
Cut sheets to size, 4c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

Per lb.
Montreal Toronto
Bar, half-and-half, guaranteed. 0 20 0 19
Wiping. 0 18½ 0 17½

SHEET ZINC.

5-owl. oaks. 6 75 6 75
Part oaks. 7 00 7 00

SPELTER.

Foreign, per 100 lb. 5 75 6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$35 00 35 00
Charcoal Plates—Bright
M.L.S., Famous (equal Bradley) Per box
I.O. 14 x 20 base. \$5 50
IX, 14 x 20. 6 50
I.XX, 14 x 20 base. 7 50

Raven and Vulture Grades—
I.O. 14 x 20 base. 5 00
IX. 5 00
IX X. 7 00
IX X X. 8 00
" Dominion Crown Best"—Double Coated, Tinsued. Per box
I.O. 14 x 20 base. 5 50 5 75
IX, 14 x 20. 6 50 6 75
I.XX 14 x 20. 7 50 7 75
"Allaway's Best"—Standard Quality.
I.O. 14 x 20 base. 4 25
IX, 14 x 20. 5 00
I.XX, 14 x 20. 5 75

Bright Cokes.

Bessemer Steel—
I.O. 14 x 20 base. 4 00
20x28, double box. 8 00
Charcoal Plates—Terne.
Dean or J. G. Grade—
I.O. 20x28, 112 sheets. 7 50
IX, Terne Tin. 9 00
Charcoal Tin Boiler Plates.
Cookley Grade—
X X, 14x56, 50 sheet box. 6 75
" 14x60, " }
" 14x65, " }

Tinned Sheets.
72x30 up to 24 gauge, case lots 7 25 7 50
" " 36 " 8 00

WIRE

ANNEALED OUT HAY BAILING WIRE.
No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11½", discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5.00; No. 19, \$5.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$5.10; No. 19, \$5.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.O.B. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.
High Carbon, No. 9, \$2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras in 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.20—No. 26, \$8.50—No. 27, \$9—No. 28, \$9.10—No. 29, \$9.20—No. 30, \$9.30—No. 31, \$9.40—No. 32, \$9.50—No. 33, \$9.60—No. 34, \$9.70. Extras net-tinned wire, Nos. 17-25 \$12—Nos. 26-31, \$4—Nos. 32-34, \$5. Coppered, 75c.—oiling, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in ½-lb. hanks, 28c.—in ¼-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

HEINISCH TAILORS' SHEARS



You give your customers the greatest possible value for their money every time you sell a pair of Heinisch Shears. They are perfectly made and finished and have an exceedingly keen cutting edge. Heinisch Shears will give your customers unbounded satisfaction. Sold by all jobbers.

Tailors' Shears, Trimmers, Solissors, Tinnern's Snips.

R. Heinisch's Sons Co., - - - - - Newark, N.J., U.S.A.

HAY WIRE IN COILS.

\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal - 100 lbs. Nos. 4 and 5, \$2.75; 6, 7, 8, \$3.70; 9, \$2.25; 10, \$2.75; 11, 2.80; 12, \$2.40; 13, \$2.50; 14, \$3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2 1/2 p.c. off. Other sizes, 60 and 5 p.c. off.

Poultry netting staples, 56 per cent.

SMOOTH STEEL WIRE.

No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c. extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 5c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks 50c., in 1/2-lb. hanks 75c., in 1/4-lb. hanks \$1.

WIRE CLOTH.

Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING.

Galvanized barb. 2 45
Galvanized, plain twist. 2 75
Car lots and less.
Domutou special field fencing, 3 3/4 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE.

Galvanized, 1st grade, 6 strands, 24 wires, 1/2, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 3/4, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES.

Galvanized. 2 85
Plain. 2 60

PAINTS, OILS AND GLASS

BARN PAINT.

In barrels, 1-gal. tins. 0 80 0 90
In barrels, 5-gal. tins. 0 80 0 85

PAINTS.

Paint and household, 75 per cent..
Per lb. 0 40

BEE SWAX.

Per lb. 0 40

CHEMICALS.

In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 85
" flaked 0 95 1/2
Green copperas (green vitriol) 0 01
Sugar of lead. 0 09

COLORS IN OIL.

Venetian red, 1-lb. tins pure, 0 09
Chrome yellow " 0 18
Golden ochre " 0 11
French " 0 09
Chrome green " 0 11
French Permanent green " 0 15
Blauwite's black " 0 17
Marine black, 25 lb. tins. 0 05

GLUE.

French medal. 0 10
German common sheet. 0 10
German prima. 0 15
White pigfoot. 0 15
Brantford medal. 0 10
" brown sheet. 0 10
" golden sheet. 0 13
" gelatine. 0 22
" white gelatine. 0 20
" white glue. 0 12
" 100 lbs. 0 10
Brantford all-round glue, 1-lb packages, 15c.; 1-lb. packages, 25c. Discount.

PARIS GREEN.

Montreal Toronto
Boxes, 50 and 100 lbs. 0 19 1/2 0 19 1/2
Packets, 1-lb., 100 in case. 0 21 0 21 1/2
" 1-lb., 100 in case. 0 23 0 23 1/2
Tins, 1-lb., 100 in case. 0 22 0 22 1/2

PARIS WHITE.

In bbls. 0 90

PIGMENTS.

Orange Mineral, casks. 0 09
" 100-lb. kegs. 0 09 1/2

PREPARED PAINTS.

Per gallon in qt. tins

Sherwin-Williams paints. 1 70
Canada Paint Co.'s pure. 1 70
Globe house paint (Windsor). 1 25
" New Era" house paint (Windsor). 1 35
Benj. Moore Co.'s "Ark" Bd. 1 25
Moore's pure linseed oil, H.C. 1 35
Brandram-Henderson's "English". 1 60
Ramsay's paints, Pure. 1 40
" Thistle. 1 10
Martin-Senour 100 p.c. pure. 1 70
Senour's Floor Paints. 1 45
Jamieson's "Crown and Anchor". 1 50
Jamieson's floor enamel. 1 75
Island City pure paints. 1 50
Sanderson Peary's, pure. 1 40
Robertson's pure paints. 1 40

PLASTER OF PARIS.

Per barrel. 2 30

PINE TAR.

Half-pint tins, per dozen. 0 60

PUTTY.

Standard.
Bulk in casks. 2 20
" 100-lb. drums. 2 45
Bladders in bbls. 2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt. 4 75
Genuine, 100 lb. kegs. 5 25
No. 1, casks, per 100 lbs. 4 25
No. 1, kegs, per 100 lbs. 4 75

SHINGLE STAINS.

In 5-gallon buckets. 0 75

TURPENTINE AND OIL.

Montreal Toronto
Prime white petroleum per gal. 0 13
Water white " 0 15
Pratt's astral " 0 17 1/2
Oastor oil, per lb., in bbls. 0 08 0 09
Motor Gasoline single bbls. 0 17
Benzine, per gal single bbls. 0 15
Turpentine, single barrels. 0 83
Lined Oil, " bbls 1 00 1 00

VARNISHES.

Per gal. cans.
Carriage, No. 1. 1 50
Pale durable body. 3 50
" hard rubbing. 5 00
Finest elastic gearing. 3 00
Elastic Oak. 1 50
Furniture, polishing. 2 00
Furniture, extra. 1 20
" No. 1. 0 95
" union. 0 90
Light oil finish. 1 35
Turp. brown japan. 1 60
Baking black japan. 1 35
No. 1 black japan. 0 85
Benzine black japan. 0 75
Crystal Damar. 2 50
No. 1 " 2 25
Pure asphaltum. 1 40
Oilcloth. 1 40
Lighting dryer. 0 85
Elastolite varnish. 2 00
Granitine floor varnish. 3 50
Maple Leaf coach enamel. 1 20
Sherwin-Williams' kopal varnish. 2 50
Canada Paint Co.'s sun varnish. 2 00
" Kyanize " Interior Finish. 2 40
" Flint-Lac " coach. 1 80
B.H. Co.'s "Gold Medal," in cases. 2 50
Jamieson's Copaline. 2 50
Flatline floor finish. 3 00
Elastic exterior finish. 4 25

Island City Dreadnought Finish 2 50
C.O. Co's. Permanite, interior. 2 00
" Hercule, exterior. 2 70
" Reflex, floor. 2 25
" Japanite Dryer. 1 25
Stovepipe varnish, 1/2 pints, per gross. 8 00
Pure white shellac varnish, in barrels 1 75
Pure orange " " 1 70
No. 1 orange " " 1 25

WINDOW GLASS.

Size United Star Double
Inches. Diamond
Under 26. \$4 25 \$ 6 25
26 to 40. 4 65 6 75
41 to 50. 5 10 7 50
51 to 60. 5 35 8 50
61 to 70. 5 75 9 75
71 to 80. 6 25 11 00
81 to 85. 7 00 12 50
86 to 90. 15 00
91 to 95. 17 50
96 to 100. 20 50
Toronto, 30 p.s. to \$0 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb.

Montreal Toronto
Munro's Select Flake White. 6 25 6 40
Elephant Genuine. 6 25 6 40
Lily Pure. 5 75 5 90
Tiger Pure. 5 55 5 70
Monarch (Windsor). 6 50
Essex Genuine (Windsor). 5 50
Brandram's B. B. Genuine. 7 00 7 15
" Anchor," pure. 5 50 5 65
Ramsay's Pure Lead. 5 50 5 65
Ramsay's Exterior. 5 25 5 60
" Crown and Anchor," pure. 5 75 5 90
Island City pure lead. 5 75 5 90
Sterling O.P. 5 75
Decorators. 5 25
Sanderson Peary's. 5 75
Robertson's O.P., lead. 5 50 5 65
Decorators' Pure. 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07 1/2

WHITE ZINC IN OIL.)

Pure, in 25-lb. tins. 0 08 1/2
No. 1, " " 0 07
No. 2, " " 0 05 1/2

WHITING.

Plain, in bbls. 0 70
Gilders bolted in barrels. 1 00

HARDWARE

ADGES.

Carpenters', per doz. 12 50 14 00
Plainship, " 18 00 22 00

AXES AND HATCHETS.

Single bit, per doz. 6 00 9 00
Double bit " 10 00 12 00
Bench Axes. 6 75 10 00
Broad Axes. 22 75 25 00
Hunters' Axes. 5 00 6 00
" Boys' Axes. 5 75 6 50
Lathing hatchets. 4 70 10 00
Shingle " 1 45 6 75
Claw " 1 70 5 00
Barrell " 5 50 6 25

ANVILS.

Taylor-Forbes, prospectors. 0 05 1/2
Buokworth, per lb. 0 10 1/2

AMMUNITION.

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; no extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1 20, per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS.

Ford's auger bits. 30 and 10
Irwin's auger. 47 1/2
Gilmour's auger. 60
Rockford auger. 50 and 10
Gilmour's car. 47 1/2
Clark's expansive. 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

doz. pairs.
stearns wood track. 4 50 5 00
Zenith. 9 00
Atlas, steel covered. 5 00 6 00
Perfect. 8 00 11 00
New Milo, flexible. 6 50
Double strap hangers, doz. sets. 6 40
Standard jointed hangers, " 6 40
Steel King hangers. 6 25
Storm King and safety hangers. 6 50
Crown. 4 25
Crescent. 4 85
Sovereign. 6 50 7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 8-16 in (100 ft) 3 25

BARN DOOR LATCHES.

Challenge, dozen. 2 25
Defiance, dozen. 2 75
Gem dozen. 7 50

BELLS.

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS.

Carriage Bolts, common new \$1 list Per cent
" " and smaller. 70
" " 7-16 and up
" " Norway Iron (\$3 list) 80
Machine Bolts, 1/2 and less 60, 10 and 10
Machine Bolts, 7-16 and up. 60
Flogh Bolts. 55, 5 and 16
Blank Bolts. 60
Bolt Ends. 40
Sleigh Shoe Bolts, 1/2 and less. 60 and 10
" " 7-16 and larger 55 and 6
Coach Screws, new list. 75
Nuts, square, all sizes, 40c. per lb. off
Nuts, hexagon, all sizes, 40c. per lb. off.
Stove Bolts, per lb., 5 1/2 to 6c.
Stove Bolts, 50

Say, Brother Hardwareman

did you know that we manufacture the most complete line of

CUTLERY

in the world? The "Clauss" Shear Company can supply all your needs and will help to sell your goods by their insistent consumer advertising. Our Natural Gas Process produces a blade with a perfectly tempered edge. Our catalogue cannot help being of value to you! Send for it.

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto



TINNERS' SNIPS

PIECED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitted, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.50, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50
" King Outer	11 00
Henckel's	7 50
Clauss automatic safety	37 00
Clauss perfect stropper	18 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manila rope	0 10½
"British" Manila	0 05½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet, per doz.	0 65
" 60 feet	0 80
" 72 feet	0 95

Cotton clothes line, 2½ off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine 0 26
" 4-ply twine 0 30
Mattress twine per lb. 0 33
Staging " " " " 0 27

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12½ per cent.
Copper Burs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages 1c. per lb.; ½-lb. packages 3c. per lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 15
vory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickel-plated, "	0 80
" handles, japanned, per gross	8 40
common, plain, "	4 25
" plated, "	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb. 3 30
Solid, 3 to 30 lbs. 1 40

SASH CORD.

No. 4, per lb. 0 34½

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Diston's Hand, 15 per cent.
Diamonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 22½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x12, open 34½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelleu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS

	Percent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., bronze	70 and 10
" R.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz. 0 65 1 00
North Bros., No. 30 per doz. 16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring.
Empire hockey sticks, \$3 00, \$3.50.
Mcmac and Rex sticks, \$4.00, \$6.00.
Pucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;
No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Diston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. \$2 85

SNAPS.

Harcoss, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 124 per cent.
Retained, 75 and 124 per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 7 80
Bureka tinned steel, hooks 3 60

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coppers staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch	1 35
Polished, 15c. per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindustan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	0 10	0 10
Deer Creek	"	0 10	0 10
Deerlock	"	0 25	0 15
" Axe	"	0 15	0 15
Lilly white	"	0 42	0 42
Arkansas	"	1 60	1 60
Water-of-Ayr	"	0 10	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 300 lb. per ton		30 00	22 00
" under 40 lb.		24 00	24 00
300 lb. and over		28 00	28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch poi shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, as skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 84
" steel, No. 264, 66 ft., each	3 70
Chesterman's linen, No. 1832, 66 ft., ea.	1 10
" Metallic, No. 1831	1 25
Steel, No. 1840, 60 feet	4 20

TROWELS.

Diston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retained, 75 and 124.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Onsida Jump (Star), 50, 10 and 5 per cent.

	Doz
TRAPS (RAT AND MOUSE)	
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs.	3 55	
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES.

New Ontario	41 25
Kouma, re-acting per auz.	73 75
Square	77 50
Dowsell	48 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Furitan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz.	46 25
Improved Royal Canadian, 11 in.	48 75
Eze, 10 in., per doz	47 25
Biroye, 11 inch	58 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 in.	49 75
Ottawa, 3 year, 11 in.	56 00
Favorite, 5 year, 1 in.	57 60
20 per cent.	

WHEELBARROWS

Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 23 in.	0 70
" " 34 in.	1 03
" " 36 in.	1 25
" " neekyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shovel handles, 50 p.c.
White ash whiffletrees and neekyokes, All other ash goods, 40 p.c.
All hickory, maple and oak goods, except in carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express whiffletrees, 40 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS.

Canadian, 50 per cent.

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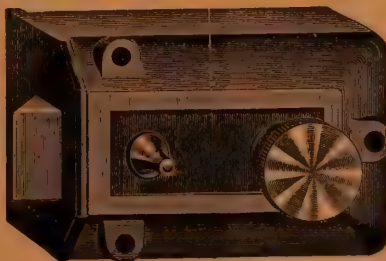
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NO. 21

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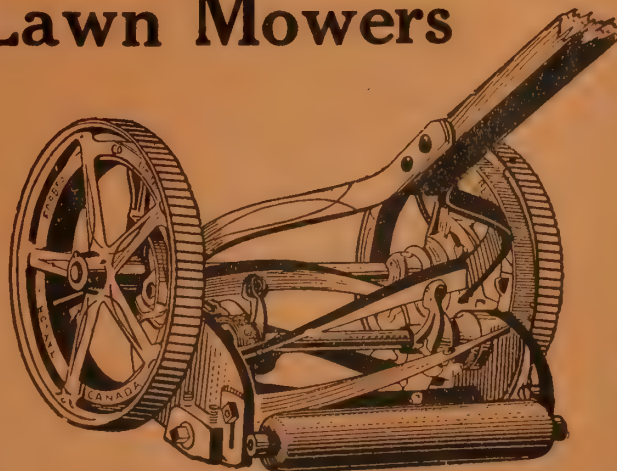
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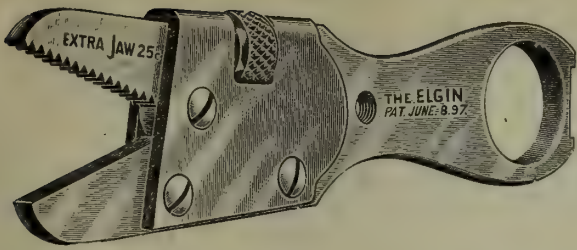
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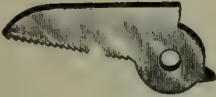


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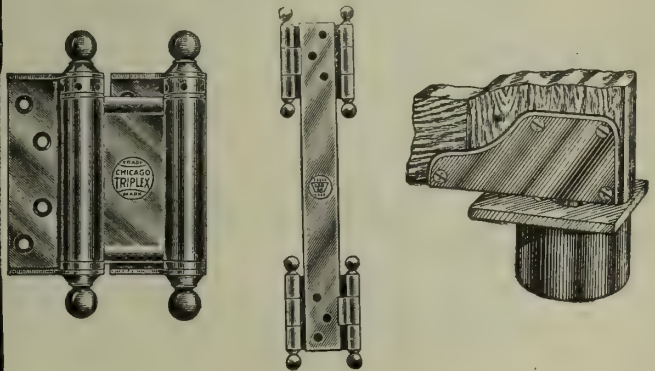
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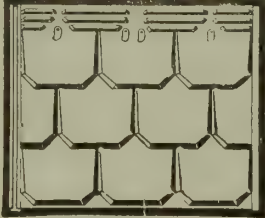
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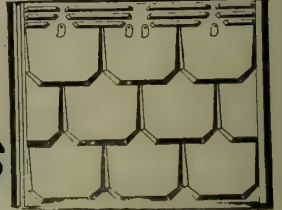


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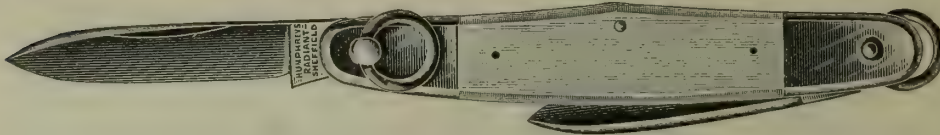
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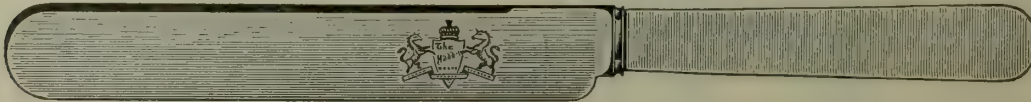


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VANCOUVER

MONTREAL

“Pactite”

Flexible Metallic Packing

The Federal Flexible Metallic Packing has only lately been put on this market but has already made a name for itself. It is flexible, compressible, and lubricated and will stand any pressure or temperature.

The Best “All-around Packing” Made

**Federal
Packing
is in a
class by
itself.**



**The
Best
Steam
Packing
Made.**

**“PACTITE”
Flexible Metallic Lubricated Shred**

made from the finest alloy of Antifriction Metal and used for packing all kinds of stationary joints, valves, etc.

This Packing is being used by all the Railroads, Manufacturing Plants, and Street Railway Companies throughout Canada.

Get after this Business, it pays, don't let easy made money slip through your hands. Write for prices and catalogue.

Ask our Travellers about This Line.

FROTHINGHAM & WORKMAN, Ltd.

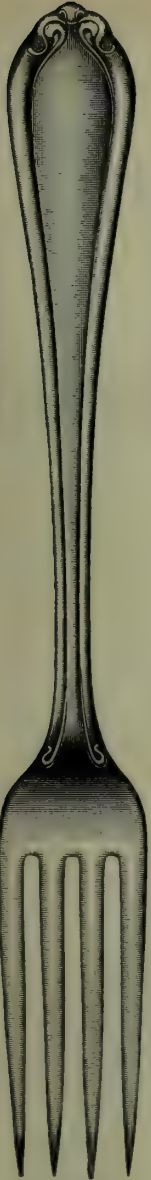
Wholesale Hardware and Iron Merchants

Montreal

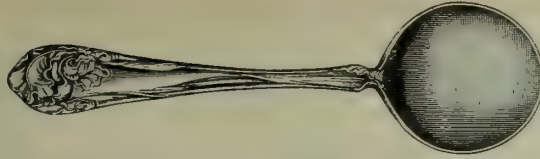
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Canada

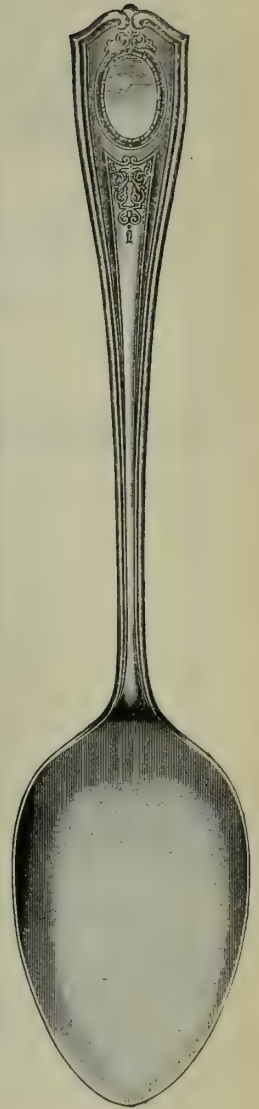




CLASSIC
DESIGN



FLOWER DE LUCE DESIGN



LOUIS XVI.
DESIGN

June Weddings call for
**COMMUNITY
SILVER**

The kind any bride will appreciate.
The Silver that looks like Sterling;
wears like Sterling.

Community Silver is made in a plate heavier than
triple. In ordinary use it will last a lifetime.
The kind of Silverware that builds up a dealer's
reputation.

Though so heavily plated, COMMUNITY SILVER costs
little more than ordinary plate.

Classic and Louis XVI. Designs

can be had in Tea Spoons, Coffee Spoons, Table
Spoons, Dessert Spoons, Dessert Forks and Table
Forks.

Flower de Luce and Avalon Designs

in Tea Spoons, Coffee Spoons, Dessert Spoons, Table Spoons, Bouillon Spoons, Salad Spoons,
Sugar Shells, Pie Knives, Butter Knives, Dessert Knives, Table Knives, Dessert Forks, Table
Forks, Pickle Forks, Cream Ladles, Medium Ladles, Soup Ladles, Gravy Ladles, Oyster
Ladles, Orange Spoons, Salad Sets and Sugar Tongs.

Gaverhill Searmont & Co

MONTREAL and WINNIPEG



AVALON DESIGN

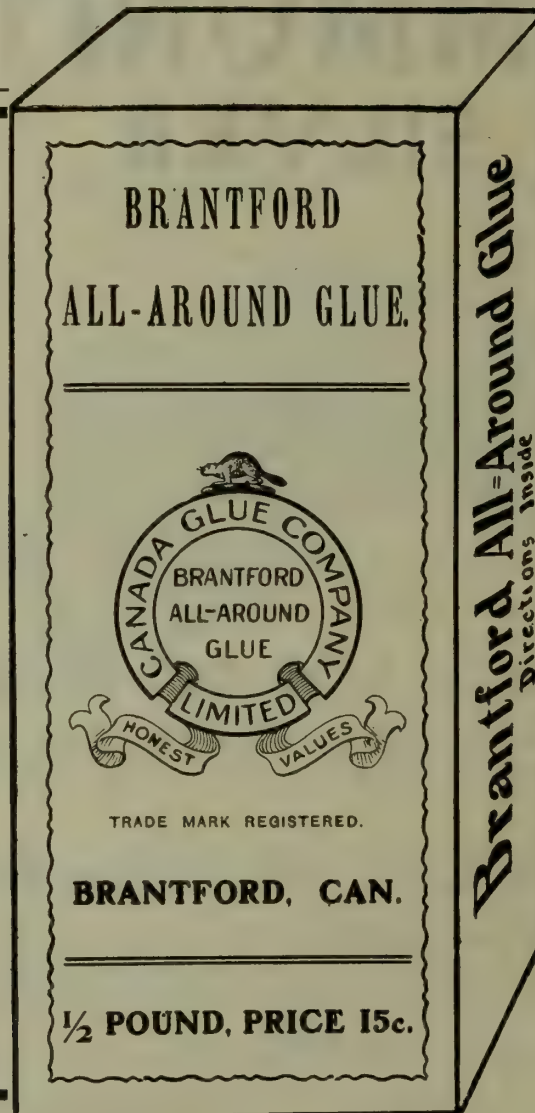
WE ASSUME THE RESPONSIBILITY of pleasing your customer by standing back of every package

BRANTFORD ALL-AROUND GLUE

(GRANULATED)

with guarantee of quality. The package idea has been successfully applied to "All-Around" Glue, which is, as its name implies, suitable for every purpose.

In sealed cartons, 1 lb. and $\frac{1}{2}$ lb., retailing at 25c. and 15c.



YOU
WILL
SELL

more glue if you are handling the best, and BRANTFORD ALL-AROUND GLUE is the best for the Cabinet-Maker, Carpenter, Painter, Book-Binder and Householder—in fact for all who want a GOOD GLUE. Made in Canada.

IF YOUR JOBBER CANNOT SUPPLY YOU—WE WILL.

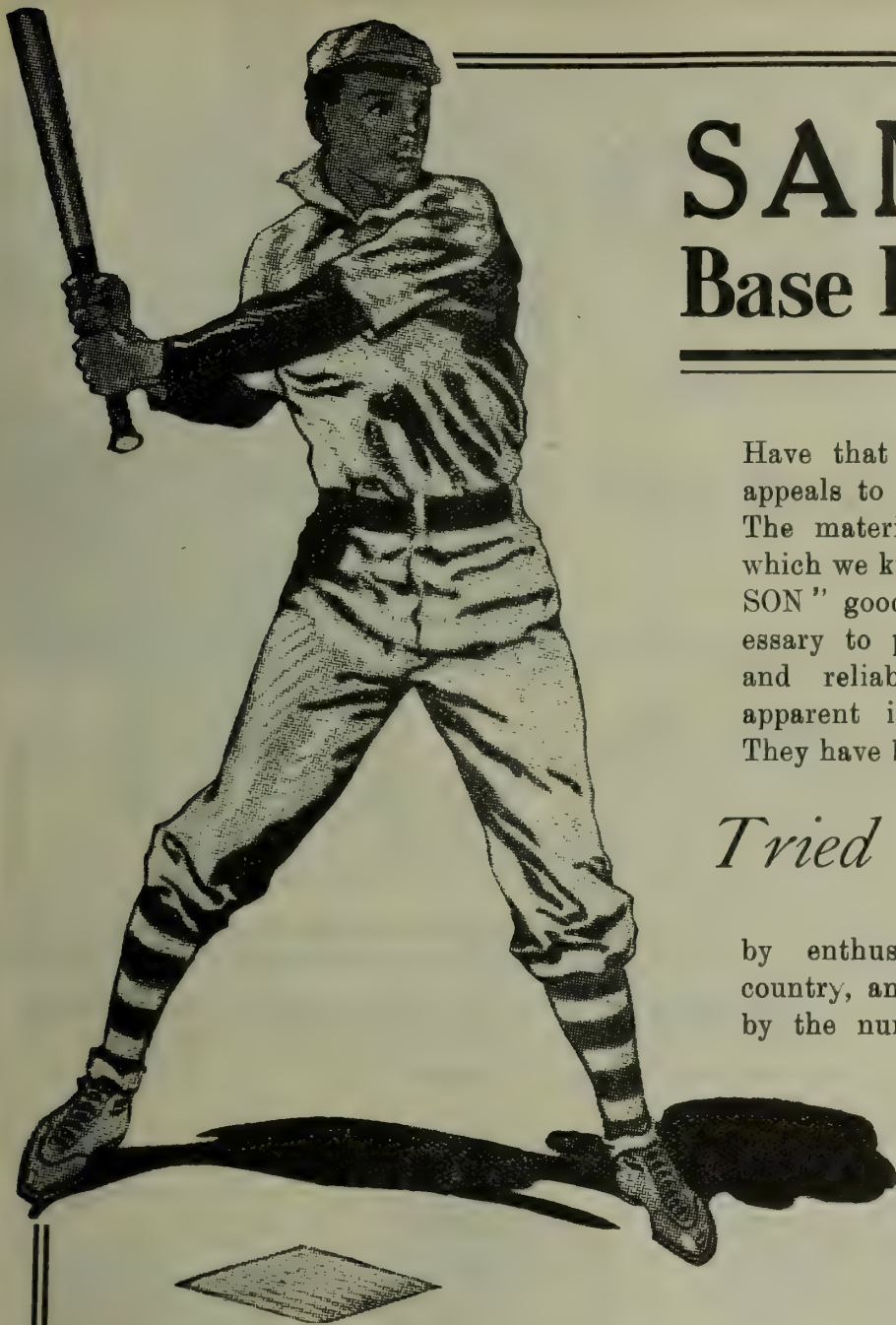
CANADA GLUE CO., LIMITED

Montreal, 224 Lemoine St.

BRANTFORD, ONTARIO, CANADA

Toronto, 50½ Front St. East

Manufacturers of Glue and Gelatine of all kinds and for all purposes.



SAMSON

Base Ball Goods

Have that attractive look which appeals to all lovers of the game. The materials and workmanship which we know go into all "SAMSON" goods are factors very necessary to produce that attractive and reliable look which is so apparent in SAMSON BRAND. They have been thoroughly

Tried and Proven

by enthusiasts throughout the country, and, if we should judge by the number of orders pouring in, we can certainly recommend this line for your stock.

"Nothing succeeds like success."

Have you our Spring Sporting Goods Supplement?

H.S. Howland, Sons & Co.

Wholesale Hardware

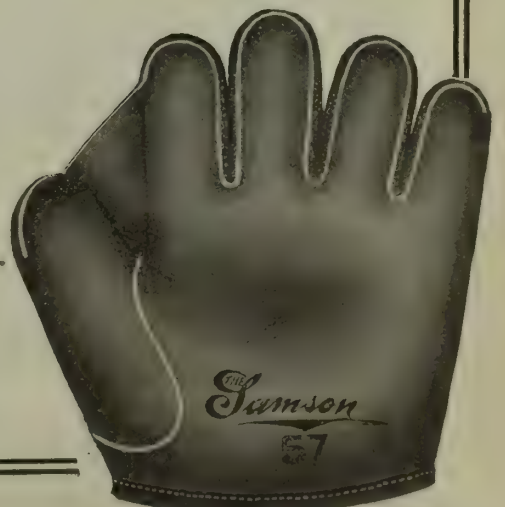
LIMITED

We Ship Promptly

TORONTO

Our Prices are right

GRAHAM NAILS ARE THE BEST

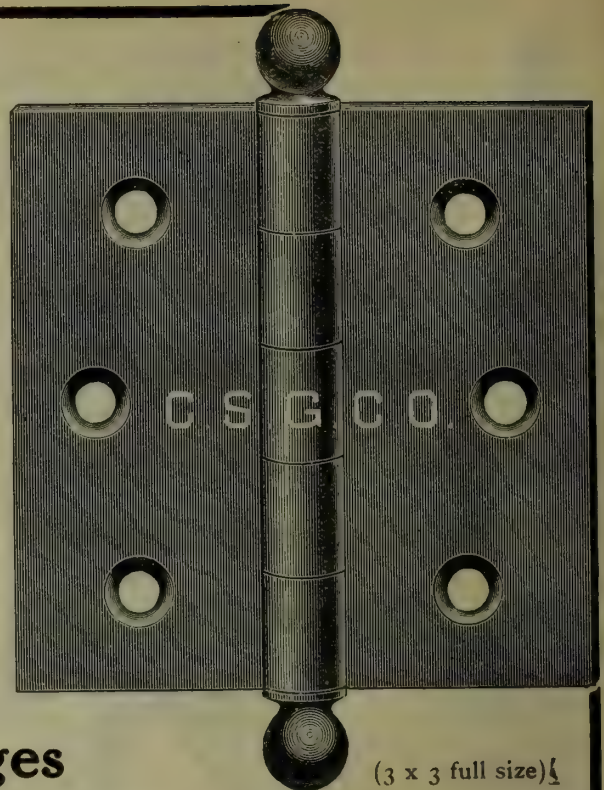




CRESCENT
BRAND

BUTTS

A GOOD LEADER
FOR THE
BUILDER'S HARDWARE
Department.



(3 x 3 full size) 1/2

Builders to-day are asking for
Crescent Brand Butt Hinges

A satisfied customer is the best advertisement

CANADA STEEL GOODS CO., Limited

HAMILTON

Manufacturers

ONTARIO

GARBAGE CANS

*With Galvanized Steel Bodies
and Seamless Covers*

(WILL STAND ANY AMOUNT OF ROUGH HANDLING)



Two sizes with
WOOD SLATS

Nos. - 400 500
Inches 17 x 25 1/2 18 x 26

Three sizes without Wood Slats.
Nos. - 30 40 50
Inches 14 x 21 17 x 25 1/2 18 x 26



CORRUGATED
one size only

No. 4000
Inches 17 x 25 1/2

(Top and bottom hoops
japanned red.)



REGULATION
one size only

No. 4.
Inches 14 1/2 x 20 3/4

With six wood side-protectors.



KITCHEN CANS
three sizes

Nos. 1 - 2 3
Inches 12 1/2 x 13 1/2, 14 x 15, 15 x 17

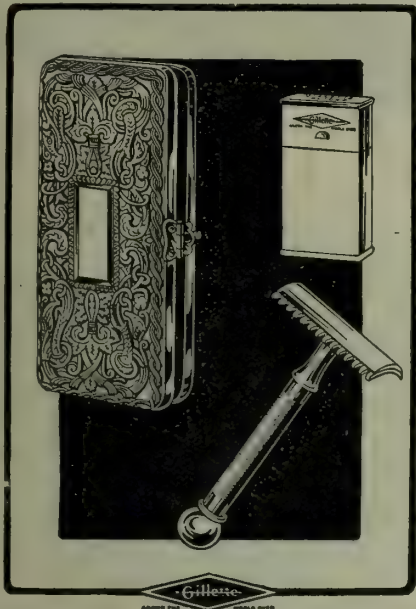
Each complete with Bail
and Cover.

These cans are all heavily galvanized after all parts are assembled. This is a very important feature, as it prevents rust and corrosion from eating out the bottoms. We can also supply the celebrated "ARROW" Garbage Cans in two sizes, No. 1, 15 x 24; No. 2, 17 x 24. Descriptive circular and prices on application.

The Thos. Davidson Mfg. Co., Limited

MONTREAL and WINNIPEG

Some Extra Advantages in Selling GILLETTES



You know, of course, the big advantage in the way of profits from making the GILLETTE your razor leader. Thanks to our *persistent advertising*, everybody knows the GILLETTE and most men want it—so it is the easiest razor to sell. Thanks to the *protected price*, your profit is sure on every sale.

But besides paying-the dealer-better than any other razor, the GILLETTE offers other really important advantages.

The Gillette Brightens up Your Store

Gold or silver plated or gun metal finished, with case and blade-box to match, the GILLETTE is probably the most handsome article in your stock. A well-arranged GILLETTE display in a show case, or better still, in a small, separate, silent salesman, near your street door, will surprise you by the favorable notice it will attract, as well as by the sales it will make.

Gillette Takes the Responsibility

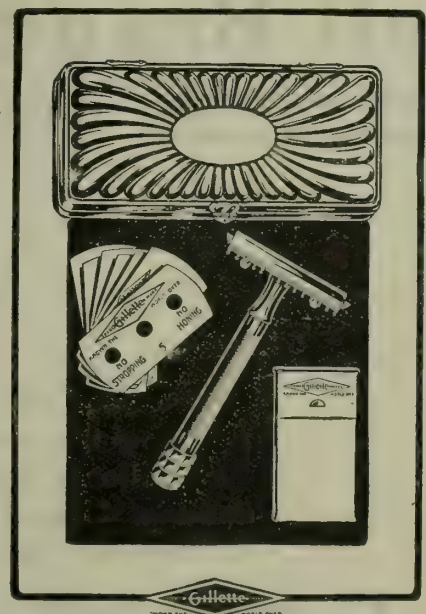
In selling old-style razors you have to be an expert at sizing up a man's beard in order to sell him the kind of razor he needs. If your judgment fails to satisfy him you have to take the razor back—at your own loss. In selling ordinary safeties you are taking a long chance on suiting the man at all.

But in selling the GILLETTE you are selling a razor *adjustable to any beard* by a simple turn of the handle—a razor which we, the makers, guarantee to satisfy your customer or we will take it back and refund your money. You run absolutely no risk of loss and almost as little of dissatisfaction.

The Gillette Attracts New Customers

Several thousand men buy GILLETTES every business day. Our advertisements direct them to *the stores which display GILLETTE signs*. If your store is one of these they will come to you—though they may never have been inside your store before.

Identify your store with the GILLETTE.



IT PAYS

The Gillette Safety Razor Company of Canada LIMITED

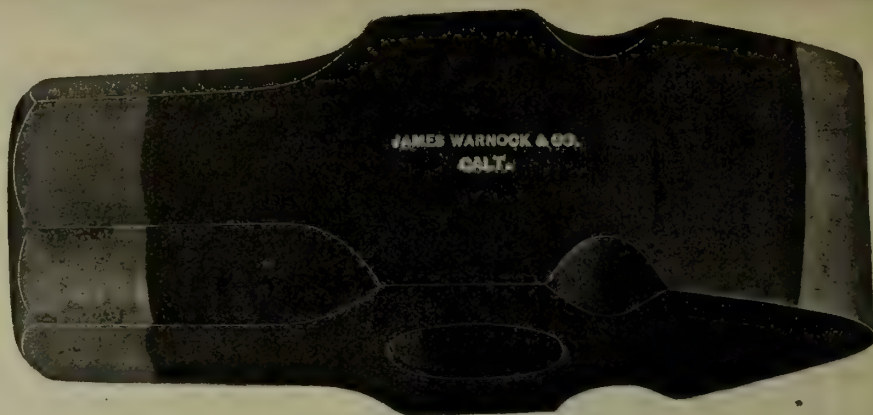
Office and Factory :

63 Alexander Street, Montreal

SHEFFIELD STEEL HAMMERS

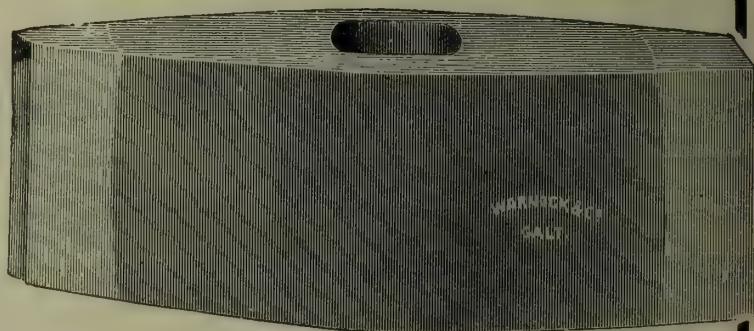
Guaranteed to stand
the hardest usage.

Our line of hammers is complete.
When selling these goods you are
selling absolute satisfaction with
every hammer.



Allan Hills Edge Tool Co., Limited
GALT, - - - - - ONTARIO

Sold by all Jobbers.



Bell Brand

TRADE



REGISTERED

Horseshoes

MARK

Are you handling this well-known line? Bell Brand
Horseshoes are well established in public favor because of
their uniform high quality. Accurate Crease, Exact
Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	-	BELLEVILLE
Toronto Bolt and Forging Company, Limited	-	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited	-	GANANOQUE
Brantford Screw Company, Limited	-	BRANTFORD

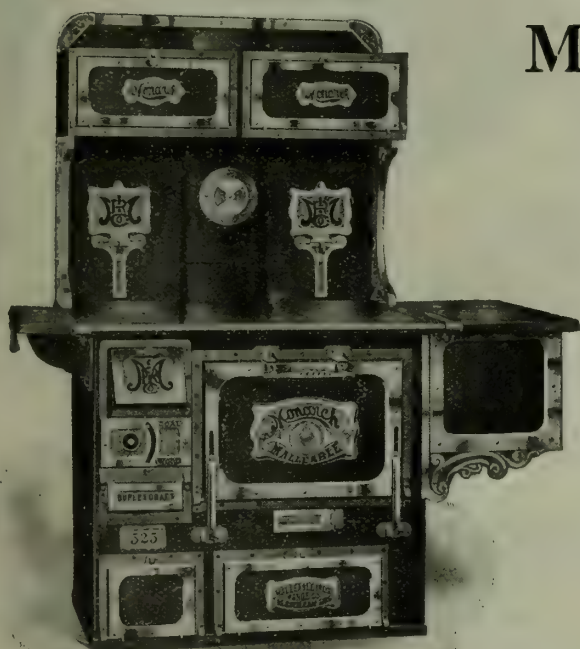
Head Office

TORONTO, ONTARIO

Monarch
MALLEABLE
The "Stay Satisfactory" Range

Monarch
MALLEABLE
The "Stay Satisfactory" Range

IMPORTANT Announcement



MONARCH MALLEABLE RANGES

Now sold in
Canada
direct to
dealers.

In the seven years just past we have found that the old method of marketing through jobbers deprived the dealer of the assistance in retail sales that we are able to give him.

It did not provide a means to further develop his business, as well as our own.

For this reason we have arranged to distribute MONARCH Ranges direct to the dealers through our own representatives.

In this way we can give each customer that close intimate attention, so essential in developing his sales and protecting his profits.

The wonderful success of MONARCH Ranges here in the States is directly the result of the assistance we give dealers in making sales to their customers.

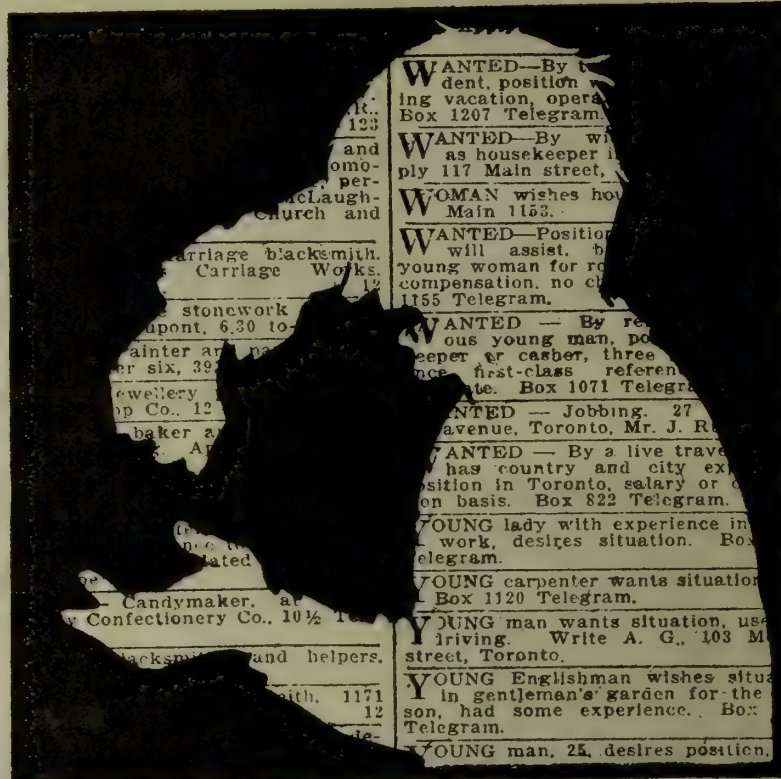
We are now prepared to give this effective assistance to dealers in Canada. We can make prompt shipment from warehouse stock at Winnipeg to all points west.

Let us show you how you can increase your range business and get a better profit on each range sale. Write us at once for our No. 10 catalogue with prices, f.o.b. Winnipeg. We will include with the catalogue complete information concerning "Our Plan of Assistance." Address,

MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin

It Makes The Papers Talk



*And they tell the buying public the Merits of the Gurney-Oxford Lines, and they Tell Them **WHERE** they can be Secured*

ARE YOU IN ON THIS ?

You are aware of the fact that we have under way the greatest advertising campaign ever waged in Canada. **You know** what that means—it means that Gurney-Oxford is becoming a household word—and their stoves a household necessity.

Here is where you get in. You know it takes a canal to join the Pacific and Atlantic at the Panama, and it has to take a canal to join the Gurney-Foundry Co. to the market. Are you going to be one of these outlets?—Are

you going to be a sharer in the terrific rush of goods flowing out to fill the tremendous demand created by this advertising?

It may be that you're not in it—but the other fellow is, so watch him a while and see where you get off at. By the time you're ready he has cleaned up the town and incidentally **your business**. So you **be the other fellow** and do the cleaning yourself.

A book containing our advertising proposition is ready for you—drop a card for our "Dealer's Folder."

The Gurney Foundry Company, Ltd., Toronto

Montreal

Hamilton

Winnipeg

Calgary

Vancouver



HUMIDITY

FROM A

PHYSICIAN'S STANDPOINT



Extract from address of Dr. William F. Colbert, before the Federal Furnace League at their meeting at Hotel Astor, New York, May 10, 1910. (*The American Artisan.*)

"It is desirable to add moisture to the air and to maintain a proper relative humidity in the house during the winter months. The indoor relative humidity, in the Eastern States, should be maintained between fifty and sixty per cent. From the standpoint of the physician, this would be very desirable, as it would produce a distinct decrease in the number of catarrhal conditions of the mucus membranes of the respiratory tract and thereby produce a decrease in all of the diseases of the respiratory tract; for it is difficult for pathogenic organisms to effect an entrance through a healthy mucus membrane.

"If a proper relative humidity is to be maintained in a building, it is necessary, during the winter months, to add moisture to the air in the building whenever a system of heating is operated. Assuming an ordinary winter day, with a temperature of thirty degrees Fahr., and a relative humidity of sixty per cent. the relative humidity of the indoor air at a temperature of seventy degrees Fahr. would be less than thirteen per cent. With the outdoor temperature at zero Fahr., the indoor relative humidity would be less than four per cent., dryer than the Desert of Sahara. As a matter of fact the percentages of relative humidity in actual practice are higher than those mentioned, because the exceedingly dry air extracts moisture from the woodwork, and the furnishings of the room, from lavatories and sinks, from cooking, from green plants and from the bodies of the occupants of the room; but the percentages of indoor relative humidity never approach the normal percentage of humidity of the outdoor air, and are entirely too low for the maintenance of good health.

"It is true that the percentages of relative humidity are higher in houses heated by a Direct System of Heating, but the increases are due to accumulated bodily refuse and are only indices of the impurity of the air. The higher the relative humidity, with a Direct System of Heating, the more foul the air. For myself, I prefer to be excused from breathing air with a high relative humidity when the humidity is derived from the bodies of the occupants of a room.

"As it is impossible to properly humidify the air in connection with a Direct System of Heating, we have here an additional argument in favor of the Indirect Systems of Heating.

"From these facts, as laid before you, I have been able to reach but one conclusion, that is, that the only hygienic methods of heating the home, are the Indirect Systems, with provision for the maintenance of an indoor relative humidity but slightly lower than the outdoor relative humidity, and, in well built, air-tight houses, a formal system of ventilation."

The "GOOD CHEER" CIRCLE WATERPAN FURNACE

ALONE CONFORMS TO THE PHYSICIAN'S
STANDARD OF HUMIDITY REQUIREMENTS

Get posted on this important subject by reading our booklet on "Humidity and Humanity"—it's yours for the asking.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.
Western Branch:—156 Lombard Street, Winnipeg, Man.

DISTRIBUTING AGENCIES:—McLennan, McFeely & Co.,
Vancouver. B. C.

Wood, Vallance Hardware Co.,
Nelson, B. C.

Ross Bros., Limited
Edmonton, Alta.



The Moorish Sidewall Register.

The Bull's Eye of Perfection

REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant
is in full working order making
all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company
Bridgeburg - - - - - Ontario



The New Convex Reversible Wafer



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

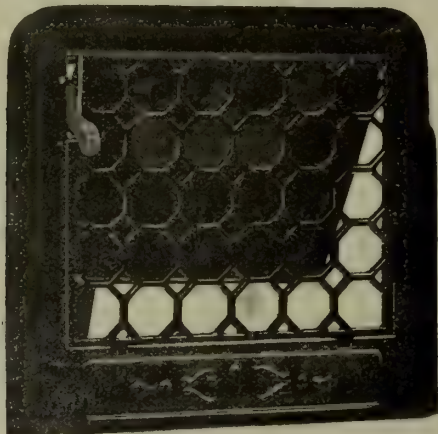
Get our Catalogue.

The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary



The Empire Special Convex Reversible Wafer

This is something entirely new that has made a great hit with the building trades.
It is convenient, handsome, well-finished and a seller from the word "go."

Now is the time, push this line—and it will certainly pay you to do so.
Write us for full particulars and prices.

Canadian Heating and Ventilating Co., Limited
Owen Sound - - - - - Ontario

Distributing Agencies { Canada Stove and Furniture Co., Montreal
Christie Bros. Co., Ltd., cor. Henry and Park Sts., Winnipeg
M. C. Drew & Son, Vancouver, B.C.

YOUR IDEAS AND OURS MAY NOT CORRESPOND



on all questions, but we know positively that after you have critically examined the RUHMANN patent FEED BOILER, you will agree with us that it stands in a class of its own.

It ranges in size from 20 to 50 gallons in capacity, and in price from \$5.70 up.

Made of 12-gauge steel and BACKED BY OUR GUARANTEE. TELL your farmer friends that they are taking big chances on allowing old-fashioned kettles to boil in their yards. There is no fire risk with this FEED BOILER and it is so handy. YOUR CUSTOMERS WILL VOICE a favorable opinion after you have installed one.

Write Us for Particulars, the Only Up-to-date
Feed Boiler on the Market.

The Record Foundry & Machine Co., Limited

MONTREAL AND MONCTON, N.B.

Sales Branches at Winnipeg, Calgary, Toronto, Vancouver and St. John's, Nfd.

Where "ANTI-RUST" TINWARE is made

X.X.X.X.
Double
Coated
Non-
Corrosive
Kitchen
Utensils.



SANITARY—
No chipping or
scaling of the
surface coat-
ing.

DURABLE—
Rust-proof and
strong.

E. T. WRIGHT & CO., Hamilton, Winnipeg and Vancouver
Factory, Warehouse and Head Offices, 30 to 50 Cathcart St., Hamilton, Ont.

HAMILTON JEWEL GAS RANGES

FOR MANUFACTURED OR NATURAL GAS



Gas Ranges with Coal Attachments

This Coal Stove can be attached to any of our Gas Ranges and will be found very convenient if the supply of gas is low, if extra heat is required in the kitchen, or for burning paper, etc. We supply legs of different lengths to suit any of our Gas Ranges.

The coal attachment is a complete stove in itself with two 8-inch Cooking Holes, Duplex Grates, Pouch Feed, Damper and Large Ash Pan. Can also be fitted with Waterfront for Heating Boiler.

SIZE OF COAL BURNER :—Top 11½ in. wide, 27¼ in. front to back ; Fire-box 7¼ in. wide, 17 in. long, 8 in. deep ; Ash Pan 6 in. wide, 18 in. long, 5 in. deep.

MANUFACTURED BY

THE BURROW, STEWART & MILNE COMPANY, LIMITED
Hamilton - Ontario



The Tropic Furnace

The Tropic is an entirely new furnace and is made to compete with the cheaper grades—

The Grates are the popular triangular pattern, and are easily removed by releasing the supporting arm in front.

The high front improves appearance and simplifies the making of casings.

The Grate Shanks are covered in front so that dust cannot escape.

The dust flue releases the ashes during shaking operations so that dust does not escape.

The two-part fire pot is very durable, being of good weight.

The steel radiator is well constructed with heavy steel.

Our endeavor has been to place as good a furnace on the market as can be bought for the money.

Write to-day for prices and circular, and if there is no Kelsey agent in your town ask us for our exclusive agency proposition.

The Jas. Smart Mfg. Co.,
LIMITED

WINNIPEG, MAN. BROCKVILLE, ONT.



OUR NEW CATALOG FOR 1910 IS OUT

If You Stock Brass Goods You Need A Copy.

***A postal
from you will
bring the
CATALOG
from us.***

It illustrates our complete lines
and gives useful information
about

OUR SPECIALTIES
that will help you sell them

It's all yours for the asking.

Write to-day.

PENBERTHY INJECTOR CO., Ltd.

Windsor, - - Ont.

**DO
IT
TO-DAY**

"In The Good Old Summer Time"



Have you made full preparation for the demand for Summer Outdoor Goods? Here's a splendid seller, the **STRATFORD SWING**

It is made of seasoned wood, and is well designed and bolted, ensuring perfect safety. Seats are adjustable and foot rest can be placed on level with seats, forming a couch, if desired. Can be brought to a convenient height for children. Every family with a piece of lawn wants one! Shipped either knocked down or set up and folded.

We also make **BOYER'S FAMOUS GLIDING SET-TEE**, and all kinds of Garden and Park Seats.

Write for Catalogue "B" and prices.

The Stratford Mfg. Co., Ltd., Stratford, Canada

**EXTRUDED METAL
PADLOCKS**



**CORBIN CABINET LOCK CO.
NEW BRITAIN, CONN.**

CHICAGO NEW YORK PHILADELPHIA

**CABINET, TRUNK, SUIT CASE LOCKS
AND TRIMMINGS.
MISCELLANEOUS HARDWARE,
KEYS AND KEY BLANKS.**

Wostenholm's Finest Sheffield Cutlery

Trade Mark
I-X L (I excel)



Thin Pen Knives—2, 3 and 4 blades. Best hand-forged Blades—Finest quality pearl—Every knife guaranteed.
Stocked by all leading Jobbers. Insist on Wostenholm's I-XL.

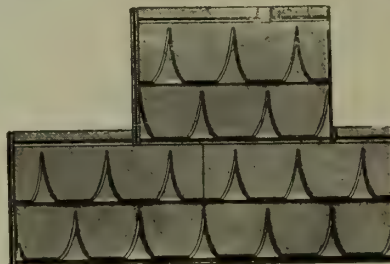
A. MACFARLANE & CO., MONTREAL, Canadian Representatives

THE "CROWN" PATENT LOCK ALL ROUND SHINGLE

Free open side gutter with nailing Flange. Cannot be closed by use or accident.

Perfect top and bottom lock, with nailing flange.

We want an Agent in every city and town. A profitable business and satisfied customers is the experience of the man who handles "CROWN" Shingles and Sidings. Write for Catalogue, Sample and price NOW.



Patented April 12th, 1909

McFarlane & Douglas, Limited
OTTAWA, CANADA

Money saved by using the fastest laid shingle on the market.

Cut this out and mail

McFARLANE & DOUGLAS, Limited
Ottawa, Canada
Please send FREE your illustrated Roofing catalogue and latest Price List.

NAME _____

ADDRESS _____

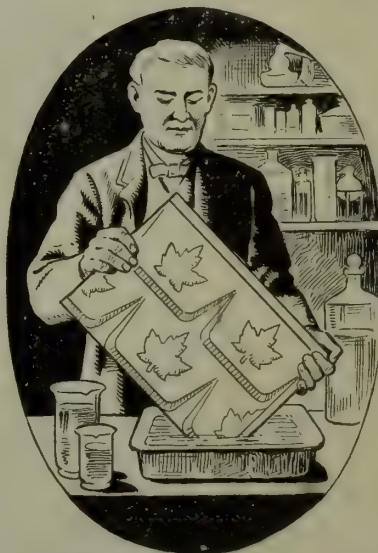
PRESTON SAFE-LOCK SHINGLES

PASS BRITISH GOVERNMENT'S ACID TEST

PRESTON Safe-Lock Shingles are made and galvanized so as to pass the British Government's Acid Test.

This Acid Test is more severe on the galvanizing than twenty years of Canadian weather. Yet PRESTON Safe-Lock Shingles easily pass this test.

PRESTON Safe-Lock Shingles are by far the best roofing investment on the market. You will find it will pay you well to concentrate your selling efforts on them.



Certainly, prepared roofing is a mighty poor roofing material in comparison with PRESTON Safe-Lock Shingles. The more you compare PRESTON Safe-Lock Shingles with other roofing materials the better you'll like PRESTON Shingles.

There is a good profit for you in selling PRESTON Safe-Lock Shingles. It is a paying line to push.

Just Write Us for Prices, Terms, etc.

METAL SHINGLE AND SIDING CO., Limited

Branch Office and Factory, Montreal, P.Q.

PRESTON, ONTARIO

Our goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare and Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

Here you are, Gentlemen

ATKINS Sterling SAWS

The Finest Manufacturers' Brand

Made for the best mechanics who are willing to pay a fair price for the best tools.



**We Help You
to Sell**

Send your order to your jobber. If he won't supply you, then write to us.

E. C. Atkins & Co., Inc.

Makers of Sterling Saws

Hamilton

Ontario



ARE YOU AFTER The Oil-Stove Business?

Now is the season—a little later and it will be gone.

The "Florence - Automatic" will more than satisfy you and your customers.

Hadn't you better sit down right now and order two or three?

Just place them in your window. Watch them go!

No. 2 high—Two powerful burners. And remember NOW is the season.

Oil reservoir holds one gallon.

Height, 30 in.; top, 16x25½ in.; weight, crated, 66 lbs.

McCLARY'S

LONDON
MONTREAL

TORONTO
WINNIPEG

VANCOUVER
HAMILTON

ST. JOHN, N. B.
CALGARY

"OLIVE CROWN" Black Sheets

for all purposes

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.

T. A. GAUTHIER

Painter

Montreal, Dec. 4th, 1905
J. W. HARRIS Mfg Co., Ltd.,
Montreal.

Gentlemen:—

It pleases me to be in a position to state that the "ZEPHYR" Ventilator placed on my chimney is giving me the greatest satisfaction. The smoke which we used to have in the house has completely disappeared, owing to the good work of your "ZEPHYR" Ventilator.

remain, gentlemen.

Yours truly,

T. A. GAUTHIER,
128 St. Elizabeth St.

Made by

The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal

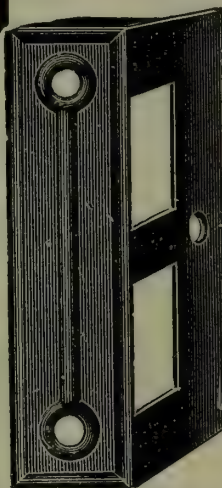


OUR BEST BUILDERS USE ONLY

Steel Rim Locks

and the strongest, safest and most durable
Steel Rim Locks are

NATIONAL BRAND



Order from your Jobber

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

GILBERTSON'S

COMET

WHY IS IT DIFFICULT to get "COMET" galvanized sheets?

BECAUSE

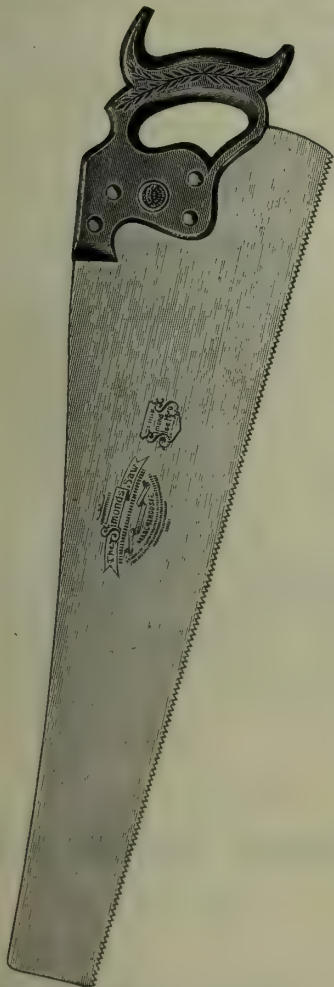
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There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

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Branches throughout the United States and Canada.



Ornamental Iron Vases, Wire and Iron Chairs and Settees

FOR LAWNS AND CEMETERIES

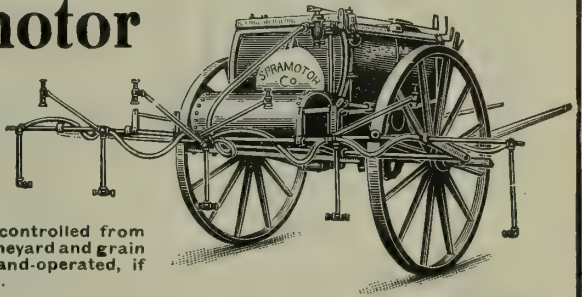
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Shown herewith, will rid an acre of Potatoes of Blight and Bugs in 20 minutes. The only aid required is a horse. What do you think of THAT? Has non-clogging nozzles, 12-gallon air tank, 125 lbs. pressure guaranteed with 12 nozzles open. Agitator, clean out, and pressure relief into tank, and nozzle protector, controlled from seat. Can be fitted for orchard, vineyard and grain crops. For 1 or 2 horses, or hand-operated, if preferred. Write for free booklet.



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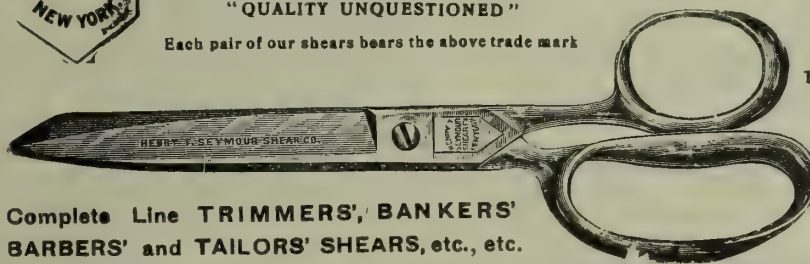
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PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

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MADE BY

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Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

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The Best Door Closer is
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 Will close a door silently against any pressure of wind
 Has many working advantages over the ordinary spring
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Barrett's Standard Glass Cutters
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 Order from your jobber or write direct.
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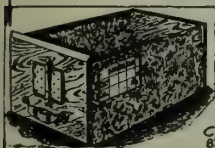
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Goods Well Displayed are Half Sold!



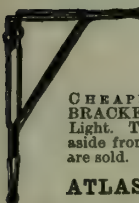
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Saves 20% shelf room over wooden boxes

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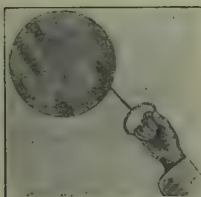
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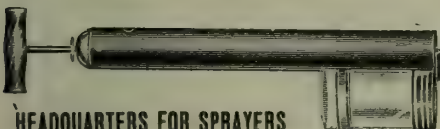
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Hardwaremen, sell you Cheese Factory a set of our patent Steel-tinned rollers, they take the place of the dirty wooden rollers. Ours are more sanitary, will not warp and will wear out a dozen of the wooden kind.

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Make
ONE POUND
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EQUAL 10 LBS.
in FORGED tools.

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All kinds—All sizes.

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Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

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Buy your

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CANADIAN SALES & MFG. CO.

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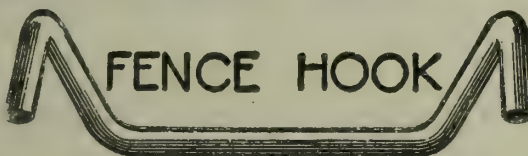
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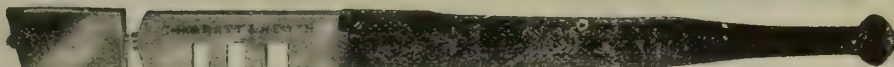


WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE.
OILED and ANNEALED, CLOTHES
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are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

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PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS

Works: Don Speedway, also Victoria St.,

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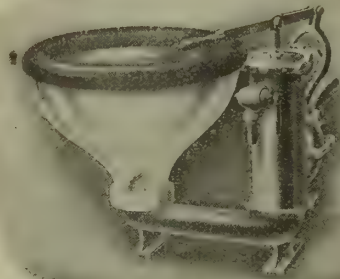


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Brass Railing Work,
Brass Ladders to
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Pump Water Closet Pl. S. 44, with Round Flushing
Rim Bowl. Can be placed above or
below water line.



Brass Bilge Pump, double acting
with 1 1/2 or 1 3/4 brass cylinder.



Folding Lavatory, plate S. 186, nickel-plated
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pump with swivel faucet.

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The activity in building operations
throughout the Dominion is sure to create an
increasing demand for

Wire Nails Wood Screws

To avoid any possible delay send us
your orders NOW.

We can ship you a mixed car of our
different commodities and thereby enable you
to get carload rate of freight.



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In addition to the Brook Trout No. 35, Bass No. 37 and Muskallonge No. 39, we will send you if you specially ask for them, No. 36, Lake Trout; and No. 38, Perch cuts. Send the coupon and start these cuts running in your paper. They will bring trade to your store.

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The Horton Mfg. Co.

Bristol, Conn.

Please send free newspaper electros Nos. 35, 36, 37, 38, or 39. Mark X over the numbers wanted.

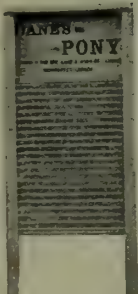
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H&M

It Pays To Sell Cane's Washboards



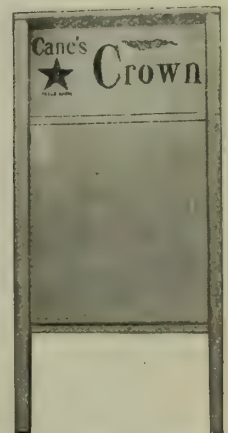
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask Your Jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.



ELECTRIC HEATER and SAD IRON COMBINED

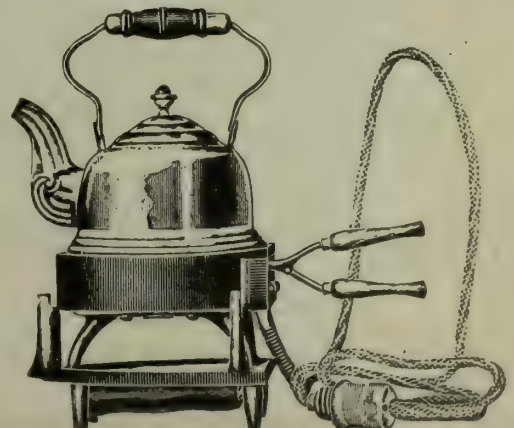
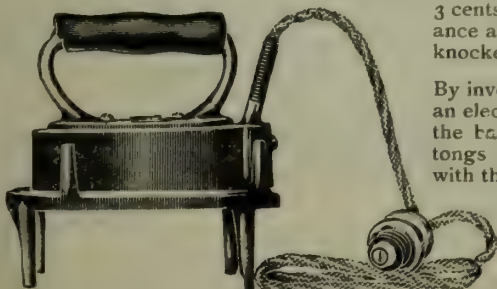
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Combination Electric Sad Iron is the simplest and most practical Electric Iron on the market. This iron is always hot; the handle always cool; power costs only 3 cents an hour; it is attractive in appearance and has no protruding parts to get knocked off.

By inverting the stand face up you have an electric heater, and there is a hole in the back of the iron for heating curling tongs. The B & M is the only Electric Iron with these extra features.

Write for Price List.

The Dominion Electric Co.,
417 Sparks St. Limited
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Remind your Customers that

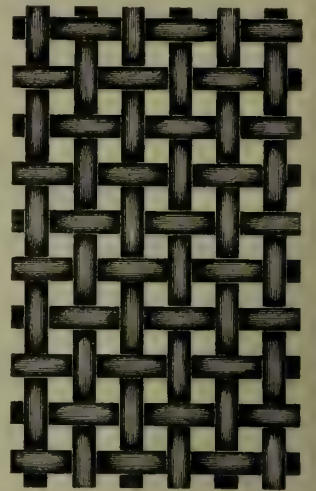
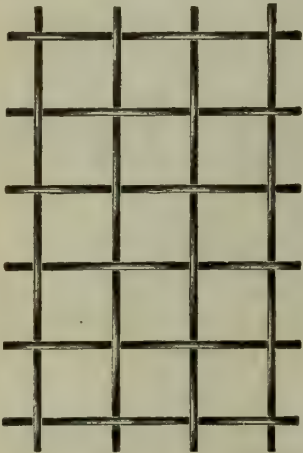
uniformity in the mesh of wire cloth depends wholly upon the quality of the metal in the wire and the skill exercised in drawing and weaving it.

**GREENING'S
WIRE CLOTH**

is made from specially imported high-grade iron and steel rods, drawn in our own splendidly equipped wire mill by expert wire drawers. All Greening's Wire Cloth is made "double crimped" which insures the greatest strength and uniformity of mesh. We make wire cloth of every description from the finest mesh Flour Screening to Special Heavy Cloth for Refuse Burners, Smoke Stack Webs, Mining Screens, etc.

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THE B. GREENING WIRE CO. LIMITED
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**"SAFE LOCK" Fence**

Every farmer in your vicinity is interested in, and a buyer of more or less Woven Wire Fencing. No doubt you want his trade, and to secure and hold it you must be prepared to supply his needs. Your competitor is or soon will be.

Our "SAFE-LOCK" Fence is without exception the strongest fence made. We manufacture it in both heavy and medium weights, and if you want an agency, write us for particulars. Will be glad to mail you wholesale list and discounts on request.

THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.

BRANDON

MAN.



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Increased facilities will enable us to take care of your wants, but early specifications will be much appreciated.

Catalogue certainly
for the asking

The R. McDOUGALL CO.

LIMITED

Galt, Canada

Less effort and better results

are two features which recommend the

Connor High-Speed Washer

to the busy housewife.

Accidents cannot happen while using it, as all cog-gearing is enclosed, and it is the only machine with foot-power attachment.

The fly-wheel which gives the power and speed is placed immediately below tub, and runs on double ball bearings.

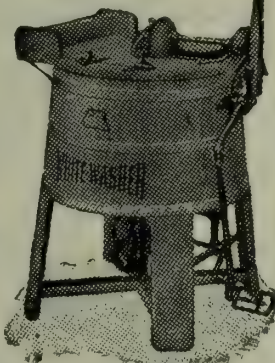
The trade will find the "HIGH SPEED" not only the best washer but the best selling machine on the market.

Send for booklet and prices.

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LIMITED

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We make a complete line

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You have a *smooth* surface roofing, a *silica*-finish roofing, a *mineral* surface roofing, to show your prospective customer. Every roofing requirement can be satisfied in the Brantford line. No sales should get by you in that respect.

Each style has the quality that has made

"Brantford" "Roofing"

famous from coast to coast. Pure wool felt foundation—99 per cent. pure Asphalt saturation. Brantford Roofing is the kind of roofing you can enthusiastically recommend and feel certain it will always make good.

Write for our catalog at once.

Brantford Roofing Co., Ltd.

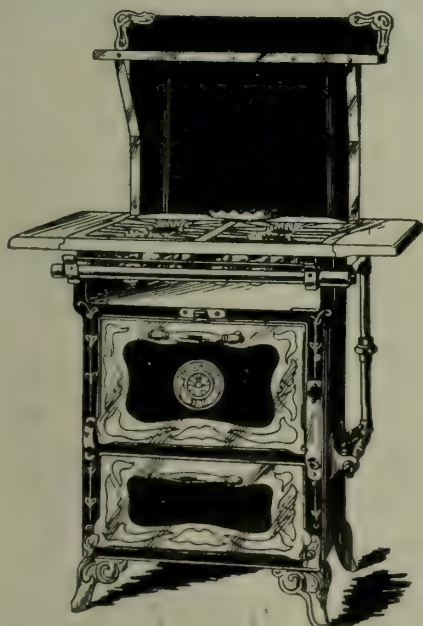
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Montreal Branch: 9 Place D'Youville.

Winnipeg Agents: General Supply Co. of Canada, Ltd

The "McClary" Gas Range

42 Styles and Sizes



STYLE C.—Nos. 56 and 58

Are you searching for a gas range that will satisfactorily meet all demands made upon you, that will satisfy the most diverse tastes and be a sales magnet in your store?

The "McClary" Range is the line you want, it has been thoroughly tested.

Here we have catered to every wish of the housewife and this is the stove that the housewife will appreciate.

—WRITE NOW—

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ST. JOHN, N.B.
CALGARY

No. 55 Grade

List Price, \$55.00



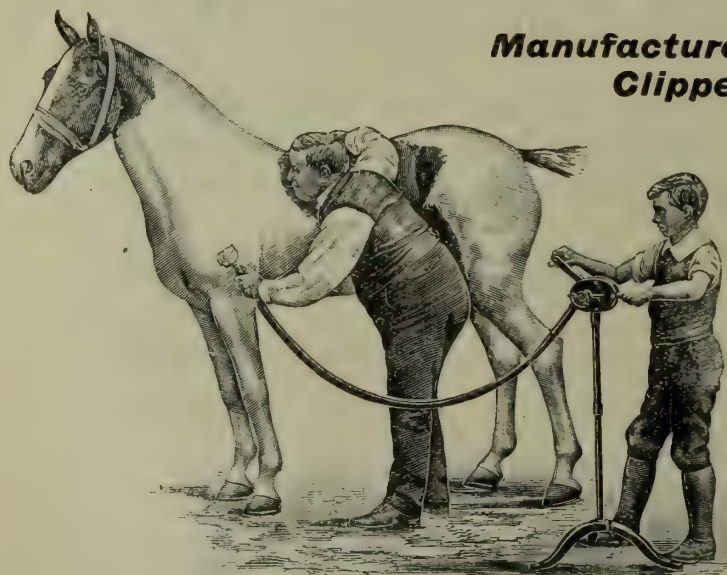
One of the Guns We Make in Canada

If your fall order does not include Tobin Guns—**Do It Now.** Your customer will ask for them, they represent the best you can sell at any price. Every Tobin Gun is built to sell another.

Tobin Arms Manufacturing Company, Ltd.
Woodstock, Ontario

Burman & Sons, Ltd., Birmingham, Eng.

Manufacturers of the Best Known Clippers in the World



THE BURMAN No. 17 AT WORK

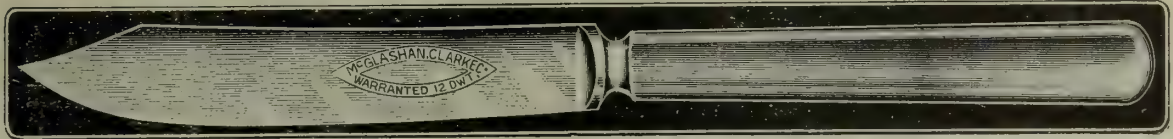
BOWN'S NEWMARKET Clipper is made solely by U.S. This clipper has enjoyed the highest reputation throughout the world for over thirty years. It brings repeat orders wherever sold.

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THE HANDICAP is a lower priced clipper but its quality is high. It is a centre adjustment clipper of very simple construction and is in great demand in all the colonies. It is the standard in Canada. Let us send you a catalogue. These are three of our most popular lines.

NO. 17 POWER CLIPPER STANDS ALONE. The phenomenal success of this power clipper is undoubtedly due to the excellence of the patent clipping head; its wonderful cutting qualities; its antifrictional design and its perfect balance and at the same time it runs lightly and easily. Weighs only 35 lbs. packed; size, 26 x 11 x 8 inches.

B. & S. H. THOMPSON & CO., Ltd., St. Paul St., MONTREAL
SOLE CANADIAN AGENTS



A STRONG-SELLING and SEASONABLE LINE

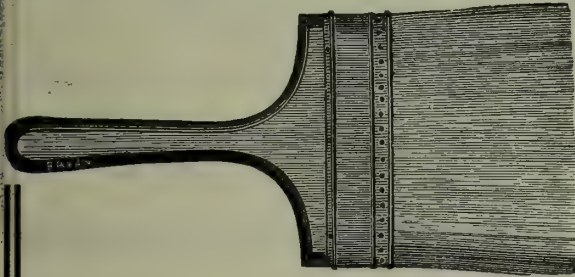
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Brushes, Brooms, and Woodenware

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Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

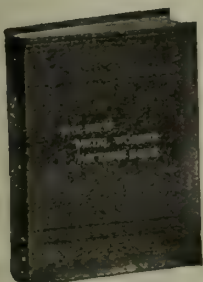
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By GEO. W. KITTREDGE



The most complete work for sheet metal pattern cutters. It presents a thorough course in all branches of Pattern Cutting. The contents are arranged as follows:—Terms and Definitions; Drawing Instruments and Materials; Linear Drawing; Geometrical Problems; Principles of Pattern Cutting; Pattern Problems, including Miter Cutting, Flaring Work and Triangulation.

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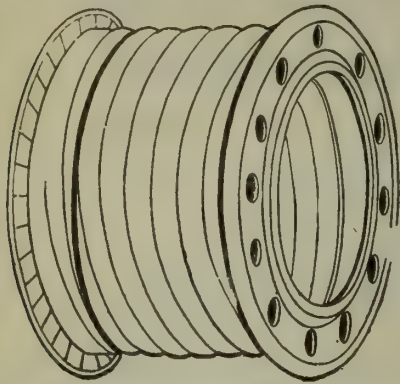
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O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

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A Postal Card will bring it.

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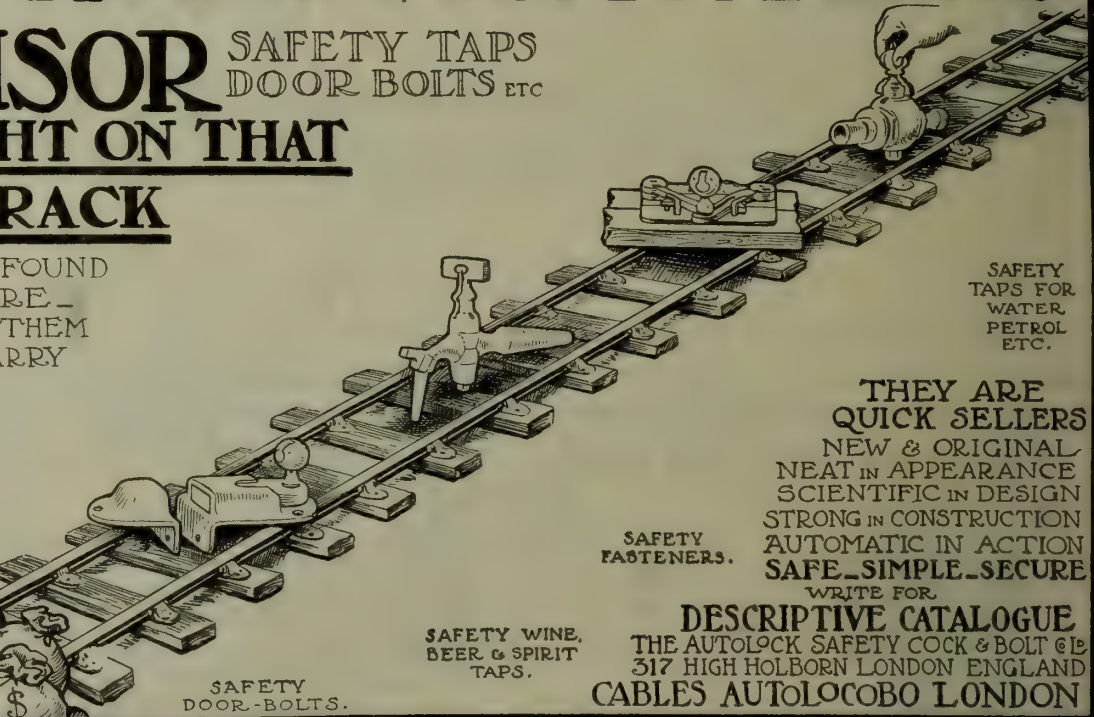
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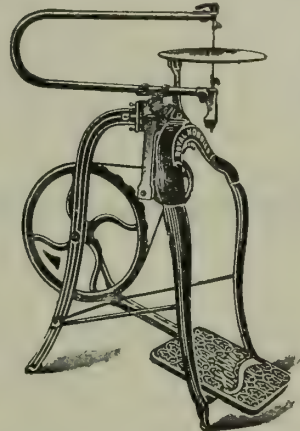
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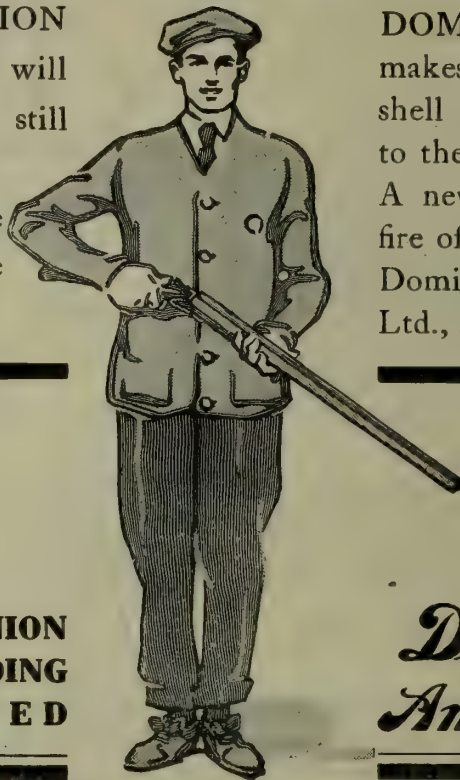
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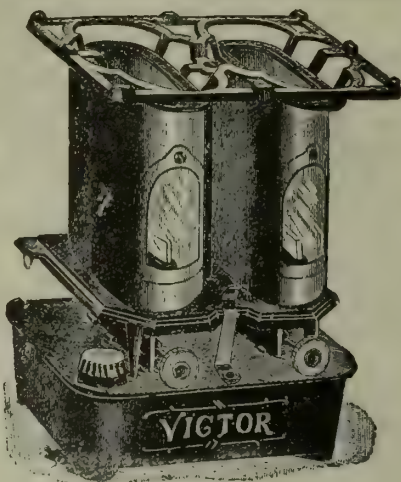
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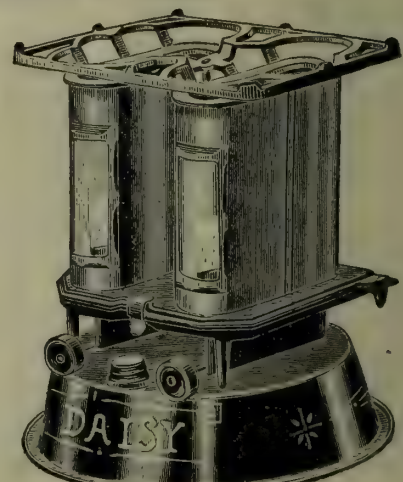
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System is Essential to the Hardware Store

It Commands the Confidence of the Buyer—Stock Must be Returned to its proper Place as Soon as Possible—Care Should be Taken Not to Over-systematise the Store—A Typewriter Most Important—What System Has Done For a Montreal Store.

System is of the greatest value to the hardware store—system in the management of the stock, in the selling and in the bookkeeping departments. It is the only road on which the wheels of the store can run smoothly.

It is easy to mark the store that is governed by system. The customer is served promptly. There is no running from one end of the place to the other by the clerk to find where certain goods are kept. With a celerity that commands the confidence of the buyer, the various articles are brought forward, and the sale is made promptly. No mistakes are made in the entering and charging up of accounts. Invoices are sent out promptly, and everything goes like clockwork.

Contrast this with the store which has no system. Confusion is rampant. The stock is all over the place. The customer is kept waiting until he becomes disgusted, while the errors in the accounts make another determined to do little trade in future with the store. Lack of system has alone prevented many a business from becoming a success from the very start.

Little Trouble to Salesman.

It is an easy matter now-a-days to keep the stock systematically. Once when goods were packed up in parcels, there may have been an excuse for things getting out of order and misplaced. Now with the drawer system, and the samples on the outside, there is little trouble to the salesman. And even if the merchant has to be content with open shelves, the cardboard boxes, in which the lines are packed, make it a comparatively easy matter to keep the stock in place. But with all the modern contrivances, system can easily go to pieces unless it is rigorously adhered to. Even with the drawers and silent salesman the stock gets out of control unless care is taken.

How often has one seen a clerk, in attending to a customer take down various drawers and boxes, open a silent salesman, and leave the articles distributed all over the counter to be put away again when at leisure. And in the meantime the store becomes busy, and the other clerks waste time trying to find something that should be in a certain place and is not.

It should be the rule of every store that directly one drawer is pulled out or an article taken from a package or silent salesman that it should be replaced forthwith, if there is no sale, before anything else is disturbed, unless there is a particular reason against such a course. In this way the counters are

kept clear, and the clerk is ready at once to attend to the next customer. Only in this way can system be maintained.

Too Much System.

Of course, in system as in every other good thing, one can go to extreme and make it a burden instead of a help. Too much system is as bad as none at all. The clerks are quite busy enough in selling goods and conforming with a fair amount of regulations without being overburdened with red-tape. It was pointed out the other day that a merchant who has reorganized his store with a good system in the place of none at all, and has noticed the excellent results, should be very careful in not going to the other extreme. Having been so successful in his first venture by locating and correcting leaks in various portions

presses a probable customer more than a dignified letter both in appearance and in wording. It is an evidence of the business-like methods adopted in the store, and carries great weight. First impressions are very important. They cling tenaciously to one and are hard to forget, even if later proof is afforded that things are different from what they were thought to be. Every merchant should have a typewriter in his store-system, and someone to use it properly, especially in the duplication of letters. It is better in the long run to have each letter separately written and signed in pen by the merchant than to have bad work done. If the merchant cannot afford to keep a stenographer there are few stores without the ambitious clerk who is not working at full capacity at all hours of the business day, and who could easily



Systematic Arrangement of the Union Hardware Co.'s Store at Montreal.

of his store he looks about eagerly for points at which trouble might occur, and plans another bit of red tape to prevent such a contingency arising. It is therefore wise for those who seek to bring their business methods to the state where their establishment may be operated more efficiently and intelligently to plan only with mature deliberation, any radical change in their present methods. If at all possible each change should vindicate itself before it is considered acceptable.

The Value of a Typewriter.

Many merchants do not realize the value of well worded and neatly typed letters and circulars. Nothing so im-

learn to operate a typewriter. Such a clerk would earn for his employer many times the cost of a typewriter, by helping in the correspondence and more especially in the circular letters. The typewriter undoubtedly holds an important place in the system of a store, and adds dignity.

Montreal Store's System.

The store of the Union Hardware Co., Montreal, is a good example of what can be accomplished by a year's hard work. The proprietors, R. C. Fournier and C. H. Gratton, have paid a great deal of attention to their store system, and they believe that much of their success is due to the fact that there is a place for

everything, and that everything is kept in its place.

The stock is arranged in wall drawers with samples fixed outside, so that not only has a clerk no difficulty in finding the goods, but the customer can look around and find what he wants himself. The tools and cutlery are kept in silent salesmen. Another feature of the store is the prominent location of the paint department. The stock is arranged neatly, and the purchaser can easily look at the lines himself and fix on what he wants. As Mr. Fournier explained, a customer has no need to ask for anything, he can see for himself if it is in stock.

The proprietors of the store are great believers in window display. They contend that with an attractive display the

goods are half sold. They have an instance of this in the way they have worked up the paint and electrical departments. The windows are changed twice a week, so that passersby have always something fresh to look at. This causes a great deal of attention to be devoted to the store.

The accounts are followed up closely. There is no delay in sending out the invoices, which are followed by monthly statements. Mr. Fournier also gets out after trade personally, and considers that an important branch of the business. To sum up, the Union Hardware Company believe that the chief elements of success are having the goods, treating customers well, and keeping the stock in good shape and easily accessible to customer and clerk alike.

The objection that campers, tourists and sportsmen have to a white tent is that long before they are ready to rise in the morning the glare of the early sun makes a tent very uncomfortable for sleeping. On the other hand a khaki colored tent is too dark and dismal, so that it has never been a very popular color. A new style being introduced this season by J. J. Turner & Son, Peterboro, is green silk tents, and the indications are that they are going to be very popular with those who require a light weight, water-proof tent for sleeping or living purposes. This color will give a very pleasant light inside the tent, making it much more comfortable in the early morning and throughout the day.

In addition to tents it is necessary to be prepared to supply special cooking equipment for campers as next in importance to securing cover for the night is the preparation of the meals. In camp stoves there is the folding, or knock-down style, and the built-up style, preference depending largely upon the distance which goods would have to be carried. For a party of two or three, the small folding stove would be the best style, but for a large party of four to six, the built-up stove with a cast iron fire box and a large oven, is better adapted and, if taken proper care of, it could be used many seasons. In conjunction with the stove, the dealers should stock reflector ovens and the usual cooking utensils, nearly all of which are staple lines, such as knives,

Camp Supplies Should Be Featured Now

Prospective Campers are Usually Impatient to Secure Necessary Supplies so it is Well to Make a Window Display Early in the Season—Much Business Now Going to Mail Order Houses Which Can be Secured by Local Merchants if Gone After.

The best time for hardware merchants to get after the trade of the young people and families who are planning to spend the summer under canvas at the lakeside or in the woods is in the early summer. This is when plans are being made and the expense is being estimated and any suggestions the hardwareman can make as to what articles to take or what the cost will be should be appreciated. Besides, if the hardwareman does not let his customers know that he can supply the wants of campers out before probable purchasers have bought their supplies the business will go to some mail order concern.

Hardwaremen too often neglect to feature tents and camp outfits although the line is a profitable adjunct to the sporting goods department. A hardwareman may carry in stock some of the things necessary for campers yet neglect to figure out a full outfit. Even if a full stock is not kept the merchant should have catalogues on file and be prepared to supply on short notice any article called for.

Many camping parties are made up on short notice, however, and it will pay to have on hand a small stock of the most necessary articles such as tents, camp stools, camp beds, camp stoves and cooking utensils, as well as the usual fishing rods, nets and lines, guns and ammunition, hunters' coats and other camp wearing apparel. It must be remembered, too, that manufacturers may have difficulty in supplying articles ordered on short notice during a busy season.

The Stock of Tents.

As to suggestions regarding the class of tents for hardwaremen to stock it is considered advisable to carry samples of at least three and if possible a dozen different styles and weights of duck.

For general camping purposes a square wall tent is best adapted to that class of work. The wall on this class of tent varies from two to three feet, this allowing the beds to be ranged along the wall leaving the centre of the tent free for sitting or eating purposes.



Suggested Camp Supplies Window Display.

For the tourist or the sportsman who requires a shelter for the night and a tent easy to carry, a square wall centre pole tent affords a shelter at night for three or four people and does not run into very much weight.

forks, spoons, frying pans, cooking pots, bake pans, etc.

Large retail firms located near water resorts also find a good sale for canoes, skiffs, launch accessories, oars, paddles, etc. Most of these lines, can, of course,

HARDWARE AND METAL.

be sold from catalogues by retailers who cannot see their way clear to put in a stock.

Nothing will draw trade like a window display as the class of people who want to go camping are usually those who are on the streets and can be attracted by a bright window showing a scene suggestive of a life in the woods or on the water. The tent readily lends itself as a centre piece for a window display while the camp scene should be made as natural looking as possible, camp cot and stools, cooking utensils, guns, fishing rods and tackle. Green sawdust, twigs, etc., can also be used to make the display more realistic, window cards being displayed in the upper part of the window.

The local hardwareman, if he wants to compete successfully with the mail order concerns, must not only carry a well assorted stock, but also take steps to let his customers know that he can supply their wants.

DUCK SHOOTING WINDOW.

Probably no class of window trim attracts more attention than one in which sporting goods are featured and the suggestion given in the accompanying sketch reproduced from an exchange, seems to be one which can be put together by any hardwareman who sells guns and ammunition.

From the boards of a packing case construct a flat bottom boat, such as is used by duck hunters. No exact size can be given, as this must be in proportion to the show window, but it should be of such length as to set diagonally across the floor of the window. It should not be straight across, as it would have too much of a set look and spoil the whole design. An angle of 30 degrees makes a good perspective, shows the side and brings one end of the boat nearer the glass.

In this end place a stuffed figure in a sitting posture, with the man's back to the window, the right hand grasping an oar that projects over the side of the boat, the oar being cut off where it strikes the imitation water so as to appear as if immersed. This abbreviated oar is made of a short stick carved to shape with a draw knife. The left arm of the figure should be outstretched, as if pointing to some game, the arm being held in this position by means of an invisible wire, extending down from the ceiling.

Standing up in the other end of the boat is the gunner, with gun up to shoulder, taking careful aim. Invisible wires from the ceiling are fastened to the barrel of the gun, so as to support the figure and gun in position. Slouch hats, false faces, cotton filled glove

hands and excelsior filled gunning coats and suits, with cartridge belts, will supply the men.

Now if one can get real cat-tails so much the better. I do not mean the ones belonging to the animals that run along the backyard fence of city houses, but rather the kind that grow in marshy places. Assuming that all cannot secure real cat-tails, imitations can be made, cut out of cardboard and painted brown and green, with here and there dried up ones with yellow stems. Tack these up



Duck Shooting Window Trim for Hunting Season.

against the inner side and end of the boat away from the window, with only just a few in front sticking up out of the water. As moisture is not desirable, water may be represented by coating your hardware wrapping paper with water colors. An expanse of water should also be produced back of the boat and showing through the bulrushes by carrying the water line up 6 inches on a paper background, for which is recommended the white, reverse side of wall paper, which takes Alabastine nicely and makes a cheap water color obtainable.

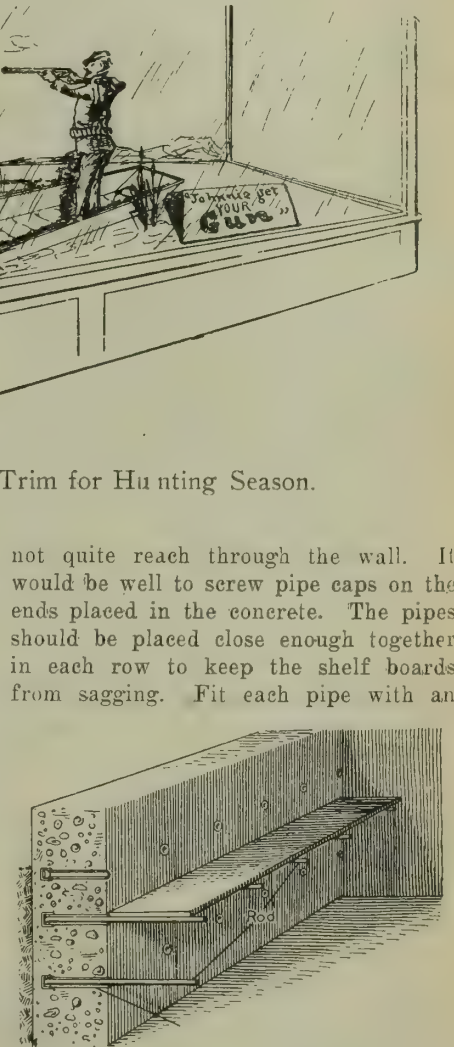
Above the water line on the background make a faint shore line, from which extend upward sky tints. Now imitate ducks flying at a distance by making with black marking ink and a pencil brush two semi-circular connected lines, which point downward like wings of a bird in flight. A flock of birds can be thus quickly imitated with a few strokes of the brush by outlining the bird farthest away in two very faint, fine, small connected curved lines high up in the air. Continue by working from left to the right, dropping a little each time, and gradually increasing the size and thickness of the lines.

Small cards, advertising different lines of goods, can be placed in the window in

such locations as not to obstruct the view or detract from the interest of the gunning scene.

BRACKETS FOR CEMENT WALLS.

When constructing a cellar or basement wall of concrete for a house or factory place iron pipes horizontally in the forms in a row where shelves are wanted so their inside ends will be flush with the finished wall, says Popular Mechanics. The pipe should be $\frac{1}{2}$ or $\frac{3}{4}$ in. in size, and of such a length as to



Removable Brackets in Concrete Wall.

iron rod of sufficient length to slide in the pipe and have enough projecting on which to lay the shelves. When the shelves are not needed, the iron rods can be pulled out, thus clearing the surface of the wall. Where concrete walls extend all the way up, this method can be used anywhere in the building.

Wm. Mackenzie, president of the Canadian Northern Railway, has secured \$40,000,000 in Europe to be expended on improvements on that railway in Canada.

Concerning the Retail Salesman and His Work

Some Duties of Clerks to Their Employers — Advisability of Following the Store Policy—Treatment to Customers in and Out of the Store—Need of Studying the Origin and Manufacture of Goods Sold.

By Tom Farmer.

Probably our first duty as salesmen to our employer is to use to best advantage in our employer's interest, the time for which we are paid.

This part of the day is no longer ours to use as we will—we have sold it to our employer and if we use it to reach our own ends we are doing nothing more or less than robbing him of what is his.

We owe it to our employer to represent him before the public as he wishes to be represented.

The firm for which we work will be judged by the way we represent it. Our method of doing business is the store's method in the eyes of the public whom we serve. A clerk may rightly be expected to give just as careful and polite attention to one customer as to another. We are not doing the square thing when a special friend receives overweight or gets special reductions on a price; neither are we right when we give a cold welcome and do the least possible to please someone against whom, perhaps, we have a personal grudge. It is always wrong to give favors or balance old quarrels at our employer's expense.

The cultivation of good habits might also be mentioned. When we spend our spare time in such a way that we have a 'sore' head or cannot attend to business next day, we are doing wrong. Poor service never helped a store yet, and certainly will not help ours.

Let us be punctual. If the store is supposed to open at 7.30, let us be there at 7.30, not at 7.45 or 8 o'clock. We would miss the 7.30 train if we reached the station after it had left and we certainly do not sell goods to the 7.30 customer at 7.45 or 8 o'clock.

Be one upon whom your employer may depend. When one of us is asked to do a certain work and he does it as he is expected to, that one has taken one step in the right direction. A salesman who always carefully carries out orders will be continually relied upon, and it is very likely when higher positions become vacant, that that salesman will have his chance of advancement.

Our firm cannot afford to slight customers. We are the servants of the customers upon whom we are waiting until those customers leave. If you are waiting on Mrs. Brown and Mrs. Smith comes in and wishes to be waited upon at once, ask Mrs. Brown to excuse you before leaving her. Don't give her any excuse to feel slighted. Show her that the first to come is always first served.

Learn to Take Advice.

Accept corrections from your employer. We clerks do not know all about the business and we should profit all we can by our employer's experience. It is to our interest as well as his own. On the other hand, too, we should feel

free to discuss with our employer any ideas which we think, if carried out, would promote the interests of the business. Two heads are better than one and the planning of half a dozen heads for the good of a store, when considered together, can not help but be better than the plans of one man—pull together.

You or I should not expect an increase in wages until we are worth it. I must earn perhaps \$15 a week for my employer before I earn \$10 for myself. If I am receiving \$10 and earning only that amount for him I am being overpaid, but if I increase my earnings for him to \$20 or \$25 a week, then perhaps I would really be underpaid. Our employers though, as a rule, are not slow to notice these increased earnings and in most cases we will have our salaries raised when we earn the increase. Service is the test of value.

The best interests of our employer's business are not being served when we talk about store troubles outside of the shop. In any business things go crooked once in a while, but it does not help straighten them in the least, when we tell these troubles outside the store circle. The fewer people who know about them the better. When we run down our store—knock it, make little of its goods and ways of doing business, even outside business hours—we are not doing the fair thing by our employer. Keep the bright side out. If you have anything to say about the store or the people in it let it be something good.

Our employer is right when he expects us to learn all we can about the goods we are selling.

Tell your customers the truth. It is ours to win new customers and to hold old ones. We can do neither by misrepresentation. Customers may want a cheap price, but they do not want cheap goods. They want quality goods as cheap as they can get them—talk quality. We owe it to our employer, our customers and ourselves.

What Salesmanship Is.

Speak to customers when they enter the store whether you can wait on them at once or not—show them that they are noticed and will be waited upon in their turn. We owe it to our employer to sell all the goods we can. This does not mean that we should overload a customer, but that we should suggest things which perhaps they really want but have forgotten. As long as a person remains in the store he is a possible purchaser; when he leaves he is still a possible purchaser, but our store's chance of selling him the goods is only on a level with the chance of a score of other articles.

It is our duty to keep our temper with a customer. It is often very hard when a customer is very unreasonable to remain pleasant, but we should try to do so. Your employer needs that customer's business; the store loses everything, the customer but little when we lose control of our temper.

Do your best to remember faces. The most important person to a human being is himself and he likes to be noticed and greeted by name in the store and out of it.

Quite a number of the duties of a clerk are not those in direct relation to customers. We as clerks are not doing our full duty by our employers, if we are not making good use of the time between the arrival of customers. We should be work-finders. There is always something to do if we but look for it. A store quickly loses its tidy appearance if the dusting is neglected, the shelves not kept full, or if the windows are not retrimmed regularly. These things are only kept up when clerks make full use of their spare moments.

Importance of Punctuality

By W. J. Irvine.

The salesman who has no ambition is surely in the wrong store. If he is not in a receptive mood he had better not come to business.

The people who have achieved the highest success are those who are able to grasp an opportunity when it presents itself.

If there is one weak link in your chain the whole structure will fall when the strain comes.

Punctuality is one of the great essentials of system. If your time to arrive is 7 o'clock, it is unbusinesslike to arrive a little later and it is wrong.

Every day each one of you, at some time or other, is being weighed in the mental balance by the management. They know who is fit to fill the important position when it becomes vacant. Remember if you sow corn, corn will grow, not wheat.

The men and women who have no ambition are a handicap to the institution. In this age of competition no business can afford to carry a handicap.

A lot of business is lost through lack of courtesy, and the clerk who overlooks its importance, not only does damage to his employer, but to himself.

Be courteous, because you feel that way, not because it is a part of the program of the store. If you do not get eight hours' sleep, you will not feel like it—you may have a grouch. What do the public want to know about that? When you have trouble, keep it to yourself, don't impart it to everyone.

Remember, the clerk who never does anything to foster the progress of the store in which he is employed, never does anything for his own advancement.

Let His Nephew Fail to Teach Him Lesson in Buying

Story of How an Italian Learned by Experience the Value of Careful Buying—Had Told it to Nephew, But Latter Thought He Knew Better and Failed—No Money to Make Money.

Do what should be done, right, whether you are recognized immediately or not.

A man is as he thinketh. There is nothing so plain as character written in your faces. If a man has a high line of thought, his life will show it.

If you do things 99 per cent. right and one per cent. wrong, you are straining the weak link in your chain.

The customer may not mark upon your courteous treatment, but if you slight her she will publish it.

A friend of mine went into a furnishing house for a tie. He picked up one and holding it up to his neck, asked the salesman, "How do you think that would look?" "Well, I'm not going to wear it, you know," he replied. Such fellows will be behind the retail counter at \$10 a week all their lives. If you earn \$10 a week you are \$10 a week smart, not \$10.05.

We measure system by results. We measure the salesman's ability by the amount of money he makes, because in commercial life, that is how it is regulated.

What One Dollar Means.

Let us see what happens to an incoming dollar. Eighty cents of it is stock, fifteen cents expenses, and there are five cents left. When you miss an opportunity to sell more goods it comes out of that little profit of five cents.

What are counter check books for? To keep an account of purchases—a receipt to the purchaser and a sales statement to the office. But clerks make mistakes. They do not add up correctly, nor do they always enclose the receipt in the parcel. Sometimes one will see them strewn upon the floor.

Why should a salesman make mistakes? If their positions depended upon their accuracy, I fancy many would be idle.

We must have things done correctly. We are living in a progressive age.

Three parties are concerned in a transaction, the customer, the salesperson, the management. The only clean-cut method of handling a transaction is by placing the receipt in the parcel. The salesperson has his own reputation to protect, and at the same time he is protecting the management, is giving the customer satisfactory service, and satisfactory service is good advertising. Nothing can come of poor method.

A good system is fair to all; a poor system, is unfair to an honest clerk.

No salesman should hamper the institution with which he is connected if he is not loyal. There is nothing more contemptible than a scandalmonger or a traitor.

Successful Men Wanted.

Be thrifty; save a little every week. Develop the spirit of sacrifice and self denial, the very highest ideal in a man's life.

If your work all the day long is done with the idea of getting away at 6 o'clock, your interest is not there.

The reason these things are so important to the retail clerk is because there are so few successful men. The world is waiting for successful men—men who know an opportunity and grasp it.

Commerce is a science and some men have an inborn talent for it.

It asserts itself in unexpected quarters, just as we often hear of a child over in a poor district with an inherent talent for music or drawing.

Here is a story told by a man from the credit department of one of the hardware jobbing houses, and which illustrates the point:

"We had extended a rather liberal line of credit to a young man who had opened a retail hardware store in one of the cities further west. He had always bought in large lots, taking advantage of the quantity prices. As time went on he became further and further apart in his settlements, and finally began giving notes. We were not particularly concerned, for our traveler in that territory learned that he was backed by an uncle, a large real estate owner in that city. But failing to meet one of his notes, I thought it time to act, jumped on a train and went out there.

"I found a frank, ambitious young fellow with large ideas, and also a large stock that he had failed to move. He made a clear statement of his condition, that he had urged his uncle to advance the cash to tide him over, but had met with steady refusal, and finally suggested that I see the uncle in his behalf."

"I found the uncle a native born Italian—a little, stocky man, kindly, but unexpressive of emotion.

"I explained my mission.

"'No!' was the only word of response, and I never remembered of hearing a more decisive 'No,' and he made it still more effective by a long silence, which followed under the glare of his steady black eyes. He finally broke silence with these words and a defiant little nod between each:

"'Let him fail.'"

"'I tried to make clear to him the frightful cost of bankruptcy, but at the end of each of my statements came the same words, like a minor keyed refrain:

"'Let him fail.'"

"Then there was another long silence. I was convinced the nephew was honest—likewise the uncle, and I couldn't quite see his move. The Italian caught the puzzled expression, smiled, dropped his head, fixed his eyes in one spot on the floor, and in a voice with a peculiar lowering inflection at the end of each sentence, which was almost dirge-like in its effect, he explained by telling this story:

"'When I land in New York I have just five dollar. I buy a basket, some fruit, I peddle the fruit, I make little money. I keep this up 'til I have money to buy me little stand. I sell more fruit,

I make more money. Then I buy me peanut roaster and a sack of peanuts. I buy 'em for two dollar a sack. I sell 'em so I make dollar on every sack—I sell sack every week.

"'One day a feller he come along, and he say: 'Tony, you sell lot of peanuts, let me sell 'em to you—I sell 'em cheaper. The feller where you buy 'em, he buy 'em from me—I ship 'em up from the South, I sell 'em to you for dollar and a half a sack, but you can't buy just one sack, you got to buy 50 sack at a time.'"

"'Alright,' I say, 'I got the money.' I get the 50 sack and put 'em in my house—I make 50 cent a sack more. Then I have two, three bad day—I don't sell any fruit—it spoil. I have to go to the man where I buy my fruit and ask him for credit. I don't get as good fruit as when I pay cash. I pay up, I sell all the peanut. But I don't make as much money as when I pay two dollar a sack for my peanut. I think about that. The feller he come around for another order for 50 sack, but I don't buy any more that way—I get 'em one sack at a time.'"

"At this point the Italian looked up. He felt that I understood.

"'Have you told your nephew that story?' I asked.

"'Yes, but he think he know it all—let him fail. He don't buy just ten keg of nail—he buy whole carloads. He don't have any money to make money—he can't pay his bills.

"'Let him fail, it cost money to have him fail, but he won't learn any other way—it worth all it cost. After he fail, I start him up again.'"

NEW SMOKELESS POWDER.

A new and most effective smokeless powder has been invented by a Frenchman, a member of a well-known shooting club in Paris. Some very interesting experiments have been made with it. The target consisted of a block of very hard wood, nearly 31 inches in thickness. A Lebel bullet was sent into this target showing a penetration of close on 25 inches; and then a cartridge of this new powder, which, with the exception of the powder, was identical with the Lebel, was used. The penetration in this case was upwards of 29½ inches. A number of French officers watched the trial, and were very much impressed with it, and it is thought that the Government will secure the rights of the powder. The inventor has received a number of offers from outside sources.

Plumber Secures Order for 100 Gas Ranges

Winnipeg Plumber Enlarges His Business by Establishing a Hardware Department—Has a Manager to Look After Store While he Goes Out After Business—Gets Order for Over 100 Gas Ranges for an Apartment House.

Winnipeg, May 16.—After six years' experience in the plumbing and steam-fitting business, J. J. Wallace, of Winnipeg, resolved to open a hardware store and combine the two trades. The old plumbing shop was situated favorably for splendid business in a rapidly-growing locality on Portage Avenue, and it was not because the plumbing trade was in any way disappointing that Mr. Wallace turned his attention to hardware

reproduced. The rear of the main floor is spacious and used to stock heavy goods and plumbing fittings. The basement, which is full size of the floor area, makes an excellent workroom, and is well equipped with plumbing and steam-fitting devices.

The plumbing work is in the hands of four mechanics, including a foreman, while Mr. Wallace confines himself to estimating, bookkeeping and the soliciting of jobs.

The hardware department is managed by R. C. Wigglesworth, formerly with Batty Bros., Norwich, Ont. He came west last autumn, and has become enthusiastic over the trade in this city. The stock is large and well-assorted, and Mr. Wigglesworth is patiently working up an enduring business.

Mr. Wallace realizes, as all merchants must, that planning and scheming must be done in order to secure business. He solicits hardware trade from builders and contractors, with whom the plumbing trade bring him into contact. For an apartment block recently, besides securing the plumbing and steamfitting, he

secured an order for over one hundred gas ranges, which were installed in every room in the building.



R. C. WIGGLESWORTH, WINNIPEG.

The interior of the store is not neglected, and the idea of putting a host of small wares on display just inside the



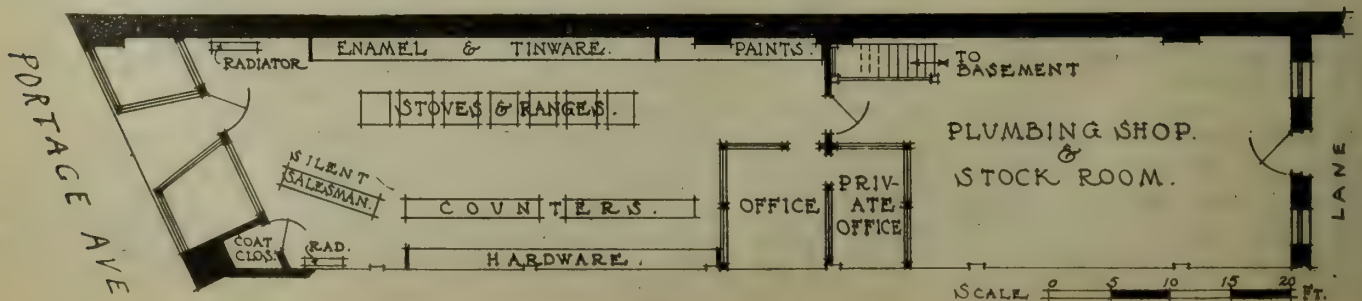
D. J. WALLACE, WINNIPEG.

stocks. It was his opinion, as it seems to be the growing opinion of many who follow each individual line of trade, that the trades should be united, since they are a supplement one to the other. Not only can the two trades be conducted under one roof and at practically the same expense, but the buying facilities are doubled and that which would be wasted in one line can be utilized in the other. A plumber, Mr. Wallace argues, must have a man on hand in the office all the time, and why might he not be used in selling stoves and razors, as well as bathroom fixtures and gas mantles?

The new enterprise directed Mr. Wallace to a new store, a plan of which is



Interior of D. J. Wallace's New Store at Winnipeg.



Floor Plan of D. J. Wallace's New Store at Winnipeg.

door seems to have been a profitable one. The selling of stoves is made a leading feature, and all the gas stoves and ranges are connected with gas piping in order to give a customer an adequate demonstration of all the parts of the article. Being in an excellent residential

district, the windows are kept dressed as well as possible—Mr. Wallace and Mr. Wigglesworth each believe firmly in advertising, and in this connection advise the publicity of definite articles which they wish to run off, with the sale prices attached.

Business Methods of Canadian Hardwaremen

Selling Stoves in the Spring—Simple System of Collecting Small Accounts—Does it Pay to Advertise the Clerk — Don't Draw the Blinds When Dressing the Window.

SELLING STOVES IN SPRING.

Tillsonburg, May 17.—Asked regarding his experience in selling stoves in the spring and summer, C. W. Conn said that most of his sales had been to newly married customers or people who are changing their place of residence.

"I have always found," said Mr. Conn, "that most people will get along with any old stove during the hot weather and just as soon as the stove is required for heating as well as cooking they will look around for a new stove if their old one is not satisfactory or if they wish to change from a wood stove to a coal stove. I would suggest keeping in touch with every newly married couple. I do not think anything else but sheer necessity will cause anyone to buy a new stove in the spring. Of course, there are exceptions, but I am referring to the vast majority of people.

COLLECTING SMALL ACCOUNTS.

Acton, May 16.—R. F. Johnstone, hardware merchant, renders his statements of small accounts only twice a year, May 1 and November 1, and in doing this uses



**R. F. JOHNSTONE
HARDWARE**

HEADQUARTERS FOR PAINTS AND OILS

Acton Ont. Apr 14/10
Mr. J. D. Brown
Toronto

Dear Sir—
We close our books twice each year, on May 1st and November 1st. We herewith hand you a statement of your account as it appears on our books. If you could please favor us with payment of same, you will greatly oblige us. We wish to have all accounts closed, either by cash or note before the first of the following month. Thanking you in advance, I remain, Yours truly,
R. F. JOHNSTONE.

Lat 8	1 set auger bits	1.50
	1 brace	.75
		2.25

Collecting Small Accounts.

the form shown in the accompanying illustration. He finds that it brings in most of the accounts.

ADVERTISING THE CLERK.

Chatham, May 16.—Have you a clerk or salesman whose politeness renders him a drawing card, and if so, do you advertise the fact?

On Christmas Eve last year a Chatham firm's entire half page ad. was de-

voted to "Merry Christmas" greetings to the buying public, not merely from the store itself but from each individual clerk. To the seasonable wishes the names of 75 salespeople were appended.

Not infrequently a store possesses a clerk who is a "tower of strength" to the business in the way of attracting custom. Whether it would pay to exploit the clerk's individuality is a problem to which merchants have given little thought. The general practice is for the clerk to sink his identity in that of the store, upon the theory that, should he later sever his connection with the business, any prestige previously given him will to that extent detract from the firm.

DON'T DRAW THE BLINDS.

Goderich, May 16.—Do you pull down the blinds of your show window while it is being dressed? If you don't, it is probably because there are no blinds to pull down, not because you think it is better to leave them up.

A local merchant, however, holds pronounced opinions on this point. He frankly considers that the actual "making-up" of a window display is as a rule even a better and more effective drawing card than the window itself when it is made up—and at that he produces some very effective windows.

"The best show window," he states, "has very little of what you would call action in it. Now, action is what draws the crowd every time. The more a display possesses, the more likely it is to attract attention and make sales. If I arrange my small hardware articles in neat rows with price tags attached, I make a very fair display, the most striking part of which is the price tag that suggests a sale. Neat show cards further suggest action. Arrange your hardware to form a fantastic air ship or Santa Claus and you emphasize the idea.

"Now, the act of dressing a show window is just full of action. Hence, it draws a crowd. Often more people will stand watching a display being put together than will gather at any one time to gaze at the display when complete. They wait to see into what it will develop, and thus the nature of the various articles is impressed upon them. There is an element of suspense in it which holds attention. And the crowd isn't composed of idlers by any means; there are lots of good customers in it.

"The only precaution I take in window dressing is that the clerk himself is perfectly neat, that he has his idea well mapped out beforehand and can dress the window quickly."

A PLUMBING DEPARTMENT.

Saskatoon, May 13.—That a plumbing and steamfitting business can be successfully conducted in connection with a hardware store is being eloquently proven by the Saskatoon Hardware Co. But three weeks ago this company opened the new department and since that time they have been fairly deluged with orders, and the manager, J. L. S. Hutchinson, states that already it has established itself in a manner that promises permanency and extensive business.

With so many residences being built in the city in a single year there are strong demands on the steamfitting and plumbing trade and this demand the Saskatoon Hardware Company is making every effort to fill. The department that has been established is under the management of a competent man who has a staff already of half a dozen, which promises to be greatly increased in the near future.

Such is the outlook for trade that the company is ordering its material in carload lots and six car orders have been placed. One for iron pipe, one for soil pipe, one for baths, one for general fixtures and two cars of steam radiators and fixtures. These shipments cannot arrive any too soon for the business demands.

O. B. Manville, Prince Albert, is a largely interested member of this firm, which has only recently established here taking over the premises of the Clark Company, and both he and the manager, Mr. Hutchinson, have had experience in conducting the plumbing business in connection with hardware.

SPECIAL SATURDAY SALE.

A hardware merchant in Western Ontario makes a feature of Saturday sales that draws much new business. Early in the week a large corner window is filled with articles that will be specially priced the following Saturday. These articles range in price from five cents to \$2 and include both staples and novelties.

Each article in the window is marked with the price at which it will be sold on Saturday, so that every passerby has an opportunity to look in and see if there is anything that he wants—and every householder usually finds something that appeals to him.

At the back of the window is a large sign: "Any article in window price Saturday—"

The merchant also advertises in the newspapers the articles for the Saturday sale. These sales run from \$125 to \$500 every Saturday, and instead of interfering with the regular trade of the store, they stimulated it by bringing in people who had never before visited the place and brought to their attention the complete stock of goods that were effectively displayed.

MARTIN-SENOUR ADVANCE PAINTS.

The Martin-Senour Co., Montreal, announce an advance of 10 cents a gallon on house paint, and a revision in the price of specialties to take effect on June 1.

Remedy for Mildew on Nickle-plated Stove Castings

If Allowed to Remain on the Nickel is Corroded — Soaking Castings in Lime Water and Slow Drying Given as the Remedy by The Brass World.

It often happens that a sort of mildew or frost appears on nickel-plated stove castings after they have stood for some time. It usually appears, after the polished surface has stood for a little time. If wiped off at once, it seems to do no harm; but if allowed to remain upon the surface for some time, it corrodes the nickel and it must be buffed again. If allowed to remain for a longer time, the corrosion is so great that simple buffing will not remove it and the nickel must be polished off and re-nickeling done.

The Method of Pickling.

One concern which has been troubled considerably with mildew has been accustomed to treat their iron casting as follows: The castings are pickled in the iron foundry before taking to the plating room. They are, of course, allowed to remain for some time before the plating is begun and rusting sets in to a certain extent. The foundry pickling is done to clean the sand and scale from them. When the plating is commenced, the castings are first pickled for from 3 to 5 minutes in a sulphuric and muriatic acid solution containing wood alcohol, spirits of nitre and common salt. They are then rinsed in cold water, then immersed in a lye solution and finally in hot water and dried. The castings are then polished. They are cleaned in an electrical cleaner, and run through the sulphuric and muriatic acid dip again, next scrubbed and rinsed, afterwards immersed in a weak muriatic acid pickle and finally returned to cold water before entering the nickel-plating solution.

The mildew frequently made its appearance after the work had been polished and before nickel-plating. This would indicate that the difficulty is in the pickling in the foundry. The mildew is really a variety of spotting-out. Cast iron is quite porous and in pickling the acid enters the pores. During the length of time that the pickling consumes, it has ample time to do this. In the foundry the castings usually receive very little rinsing; in fact, it is generally confined to playing a hose on them. It will readily be appreciated that such a rinsing will not remove the acid from the pores.

Eliminating the Acid.

The best method of eliminating the acid is to soak the castings for a considerable length of time in lime water. This will not rust the castings at all, is cheap and the lime neutralizes the acid forming inert and solid sulphate of lime. The lime water and not slaked lime should be used, as the latter is too thick. Very little lime is required. A number

of days of this soaking is none to much, as it has now been well established that alkalis do not rust iron.

Then remove the castings and soak them in clean water for some time, after which they are ready for removing. It is good practice to allow the castings to dry out for some time, so as to give the liquid that is left in the pores an opportunity to dry out. Drying out at ordinary temperatures is better than heating them, although the use of an oven is more rapid. The longer the castings are allowed to remain in the air to dry out, the better they will be and the less will be the liability for them to spot-out in the form of mildew.

If a sand-blast can be used instead of pickling, and there is much work upon which it can be employed, it will be found that the mildew will not be likely to make its appearance unless it comes from the plating operation.

It is possible in the case of porous castings to produce the mildew even though the casting may have been sand-blasted and not pickled in the foundry. The nickel solution may penetrate the pores and then gradually ooze out after the work has been finished. It is not as likely to happen, however, as it is when the pickle is not removed. After nickel-plating the castings they should be well rinsed in water and allowed to soak for some time, preferably in hot water and then in clean cold water. By the alternate use of hot and cold water, a sort of pumping operation is formed, so to speak, by the expansion and contraction of the iron, and the plating solution in the pores is replaced by pure water, which soon dries out. Ample time should be given the castings to dry after rinsing.

It is certain that by following these instructions, the appearance of mildew on nickel-plated stove castings will not be found to any extent, but the surface will remain bright without further treatment.

CORRUPTION IN BUSINESS

One of our travelers who has always been anxious to do a clean, honest business, suggested to me that every traveler in any way connected with the carrying out of a business agreement, before going on the road should be required to take an obligation to faithfully observe the conditions imposed, just as an official who has to perform important duties before he is installed in office, takes an obligation to faithfully and honestly discharge the duties required of him.

I was deeply impressed with this suggestion and persuaded that it would

have a deterrent and elevating influence if it were generally known that everyone in any way responsible for carrying out an agreement had taken such an obligation. The buyer would then hesitate before suggesting or accepting any proposal which he knew was contrary to the seller's obligation and the salesman would shrink from proposing or giving what he and the buyer both knew was contrary to the declaration he had taken.

A young man going out on the road for the first time as salesman would feel that sterling business ability was necessary instead of secret concessions involving the meanest kind of dishonesty. Does it not bring a blush of shame to the cheek of a wholesale man when he thinks of sending a traveler out on the road to solicit business under such a system of fraudulent deception? The motive which has caused this lamentable demoralization has been a desire to do more business and make more money, but when analyzed carefully will be found to be mistaken cupidity. Remember that 'corruption wins not more than honesty.' Even those who indulge most freely in the practice do not as a rule profit by it in the end and it is most unfair to the honest houses. (Extract from an address by Hugh Blain, Toronto, at the Grocers' Convention in Toronto, this week.)

Lamarre Freres, hardwaremen, have been registered at Montreal.

D. Milne, of MacKenzie, Milne & Co., Sarnia, has been on a visit to Montreal.

Chappel & Co., dealers in tinware, etc., Hamilton, have sold their business to J. M. Barker.

Phil Walker has joined the selling staff of the Northern Electric and Mfg. Co., of Montreal.

A number of hardwaremen in Toronto, and no doubt throughout the country, have their premises draped in mourning for King Edward VII. C. F. Moorhouse, 220 Queen St. East, has his window decked out in royal purple and black. In the centre is a colored picture of the late King, supported on either side with pictures of Buckingham Palace and York Minster. Geo. Nunn, 356 Spadina Ave., has the whole outside front of his store draped in black and purple.

Jas. E. Allen, representing Jonathan Crookes & Son, Sheffield, Eng., was in Toronto this week calling on the jobbing trade, and showing a complete line of pocket knives, razors and cutlery. Mr. Allen stated that his firm has been selling goods in Canada for over 100 years, and have one account in Montreal, which they have held for over 70 years. This is Mr. Allen's fifth trip to Canada, and he states that he has done an increasing amount of business each year. One of his most popular lines this year has been a set of carvers with maple leaf cut out on the stag handle. This style was designed for Canadian trade.

NOVELTIES AND NEW GOODS

TEN PIECE KITCHEN SET.

The Fremont Crescent Metal & Mfg. Co., Fremont, Ohio, are introducing a kitchen set selling for \$1.50 and containing ten useful and necessary pieces for kitchen use such as a bread knife, round and crescent paring knives, can opener, pie knife, seven inch spatula, ice shave, drip cake turner, scraping knife, and a

play; and more handling. The outfit includes an 18-inch Hobbies lever saw frame.

THE HONE-STROP.

The Hone-Strop is fitted out with two avenue, Minneapolis, is placing on the market the Hone-Strop, a new device for sharpening safety razor blades. The case



Every Day Kitchen Set.

long handled fork packed in a wooden lidded box. The manufacturers also have a new "Crescent" safety razor.

NEW COLT REVOLVER.

To meet the growing demand for a well proportioned, high-grade revolver

is heavily nickel-plated. All of the wood parts have ebony finish.

The Hone-Strop is fitted out with two separate strops working together, the strops revolving while the blade is being honed and stropped so that every one of the 42 square inches of leather in the strops comes in contact with the blade.



Colt's New Police Revolver.

in small caliber adapted for inexpensive ammunition, the Colt's Patent Fire Arms Mfg. Co., Hartford, Conn., have added to their line a new model designated as the "Police Positive Target, caliber .22." The new model weighs 22 ounces; has a six-inch target barrel, fitted with adjustable rear sight and removable front sight blade, fastened by screw. It has the Colt solid frame (forged from a solid block of steel) swingout cylinder, positive lock that prevents accidental discharge, and is adapted for the clean, powerful little .22 W.R.F. cartridge. Catalogues will be sent on request.

HOBBIES NEW LINES.

Hobbies, Dereham, Eng., are introducing upon the Canadian market a new stock and die outfit, comprising stock, three taps, three dies and tap wrench. This should prove a good line to push. They have also a new card of metal files, six in number, and a new high speed drill, a most useful instrument. An improvement in the card outfits is noted in the shape of a metal panel instead of the old kind. This allows of better dis-

The strops always revolve in the same direction, the manufacturers claiming that running a blade over a strop in



The Hone Strop.

both directions soon puts a rough surface on the leather, making it absolutely impossible to get a keen cutting edge on the blade.

DISPLAYING LAWN DEVICES.

A practical method of arranging a lawn window trim is described as follows: "Build a galvanized iron tray to

fit the window and then fill it with sod and keep it watered to keep the grass green. Around the edge trim small garden tools, and at each end place a lawn mower. In the background hang hoes, rakes, etc., on tool brackets. The display will look so clean and attractive that it attracts attention on account of the beauty of the green grass, etc."

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

Lubricators.—The Penberthy Injector Co., Windsor, Ont., have issued a new catalogue (No. 23.), illustrating their complete line of manufactures, including the Peerless and King sight feed lubricators. The book describes fully the various Penberthy steam specialties, injectors and lubricating devices and will be found interesting by users of brass goods. Mention Hardware and Metal when writing for a copy.

"Sales Helps"—The foregoing is the title of an interesting little leather-bound book which Pratt & Lambert, varnish makers, Bridgeburg, Ont., have prepared for the use of their salesmen and dealers, and which may also be obtained by hardwaremen making a request on their own letter paper. The book is of vest-pocket size and contains many useful suggestions regarding the store, windows, advertising, points on printing, paper, illustrations, etc. There is as well a great deal of general information and statistics within the covers of the book. While "Sales Helps" is published primarily in the interests of Pratt & Lambert's products, there are sufficient good things in it to make the dealer treasure the book and peruse it carefully.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travellers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Sheet Brass.—The Collingwood Hardware Co., Collingwood, Ont., ask where they can procure soft sheet brass.

From the Ontario Brass Rolling Mills, New Toronto, Ont.—Editor.

A. D. McArthur, hardwareman, Wynward, Sask., has sold his stock to Wilson & Henry, who removed it to Stonoway.

Ralph Cutten, who is now a thriving hardwareman of Olds, Alta., was married recently to Miss Lockham. Both the young people formerly lived at Petrolia, Ont.

Chas Mitchell, hardwareman of Fillmore, Sask., was married recently at his old home in Port Stanley, Ont., to a young lady of that town. Mr. and Mrs. Mitchell received a lively reception on their arrival at Fillmore.

HARDWARE & METAL

Established 1888

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JOHN BAYNE MACLEAN - President

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LINSEED OIL MARKET.

After making almost weekly advances during the past several months until the promised dollar mark had been reached, linseed oil in Canada took a drop of three cents a week ago, owing to reported declines in England, and during the past ten days has caused both uneasiness and concern to the paint jobbing trade.

With the close of last week linseed oil quotations stood at 97c and \$1 for single barrels of raw and boiled oil respectively, but almost immediately on the opening of this week several houses began cutting and unloading, thinking the back of the upward movement had been broken. Prices began tumbling and quotations dropped until the highest figures offering were 95c and 98c. Some houses cut to 92c and 95c, and one house is understood to have offered oil to customers at 86c and 89c, thus making the situation entirely unsatisfactory.

The past few days have seen a better feeling among the jobbers, some of whom preferred to stand pat and miss sales rather than sell below what the oil had cost; and some of these jobbers bought oil at low figures from their competitors. Oil is on the upward movement again, and in the opinion of some will go even higher than it was a fortnight ago.

In turpentine, also, there have been some low prices offered, quotations being made as low as 78 cents, although the cost to jobbers laid down on the track has been 78 to 79½ cents, at which figures jobbers want 82 to 83 cents to make a margin on goods they handle.

Conditions are favorable to the marketing of "doctored" oil and turpentine and dealers, when making purchases at

prices lower than regularly quoted, should assure themselves that they are getting the pure goods.

PROFITS IN ALARM CLOCKS.

The hardware store of a quarter of a century ago was a man's store into which women went because of necessity. Upright nail kegs served as chairs and little effort was made to keep the store clean and make it attractive for women customers.

Evolution, however, swept aside counters and showcases and substituted silent salesmen, metallic ceilings were introduced and the motley array of hanging merchandize disappeared, silverware and cut glass displays were made and the windows were used to attract women customers.

To-day the hardware store is the housefurnishing headquarters which the woman of the house looks to when she wants anything for the cooking or serving of food or any time or labor saving device for use to lighten the toil of housekeeping, whether it be a washing machine or a folding go-cart.

With the hardware store as the woman's store what more natural could happen than that alarm clocks should follow silverware and cut glass and become a staple article in hardware stocks. Alarm clocks are a necessary article in housefurnishings and the hardwaremen who have taken up their sale have found them a satisfactory and profitable line.

With the development of machine processes of manufacturing it has become possible to make alarm clocks so strong and substantial that they need little more than an oiling every couple of years, and so cheap that a clock can be hung in the kitchen as well as in each bedroom. The field of opportunity is large, therefore, and hardwaremen will be foolish to allow the departmental stores to hold a monopoly of this trade.

Manufacturers of alarm clocks state that hardware stores are now a close second to jewelry stores in the marketing of alarm clocks and with the characteristic enterprise of hardwaremen, they may soon take the lead. At any rate manufacturers are doing their part to assist hardwaremen by supplying them with window display outfits and the merchant who takes up the line ought to find it a good seller.

THE SCIENCE OF SERVICE.

He is a wise man who studies to do a good turn for non-customers as well as customers, for foes as well as friends. It may not always be appreciated, but it pays even if only one out of ten appreciates it. It is certainly a good habit to cultivate just as assuredly as the opposite is a bad habit.

The merit of a habit is determined by its intent—it is for good or for evil.

To cultivate disobliging habits whether toward customers or non-customers is unprofitable, for not only do they not gain new customers, but there is always the danger of their causing the loss of customers already secured.

Successful business men, particularly in this day and generation when competition is so keen, are obliging business men. Sugar, as the old saying has it, will always catch more flies than vinegar.

The nether kingdom may be paved with good intentions, but the road to success in business is certainly paved with the acts of obliging men.

Study to oblige. Shun the very appearance of discourtesy.

BANISH THE HOUSEFLY.

Hardwaremen should feature in their advertisements short talks about the great need of protecting the homes and food against the ravages of the deadly housefly. Screen doors and windows are absolute necessities if the health of our families is to be safe-guarded. In the warmer climates the fly is classed with the rat as a disease breeder and Boards of Health are conducting campaigns aiming at the extinction of these pests.

There is an awakening in Canada, too, and the hardwareman has an opportunity to increase the sales of his wares if he is live enough to take part in the educative campaign and offers his screens as preventatives.

The local editor might also be urged to write some editorials calling attention to the filth carrying capacity of not only the horse, but the housefly, and the wisdom of keeping house clear of the pests by the use of wire screens. In an address delivered before the Mothers' Club at Chatham, Ont., by Dr. Hall, of that city, recently, he said:

"The housefly is responsible for the spread of typhoid and consumption. Fear him as the greatest foe, knock him down and kill him and throw him outdoors every chance you get, for he is the most dangerous of all living animals. Science has proven the idea that flies were the sign of a healthy summer a fallacy. Recently when I was at Washington an ordinary housefly was caught and dipped up and down in a pint of water, and the water then analyzed, and it was found that this fly carried without his wings drooping or any inconvenience in the least, six millions of bacteria.

"The fly breeds chiefly in stable manure or any decaying refuse. If the livery stables in a city are moved to the outside of the city limits it would help

HARDWARE AND METAL

very materially in the matter. To sprinkle a little coal oil once a week over the boxes where the manure is kept, and then put a screen over the box would also assist in keeping down the pest. Coal oil sprinkled over the surface of a rain barrel where water is standing will also kill all mosquito larvae, and thus keep them down."

Food should be kept under cover, especially that offered for sale by grocery stores, and Dr. Hall strongly advised the mothers to refuse to buy from stores where screens are not used.

A 25-CENT COUNTER.

A 25-cent store has been opened in New York City selling nothing over 25 cents. It is a five and ten cent store enlarged and expanded to cover about thirty departments. There is a greater assortment of merchandise that can be sold at 25 cents and below than at ten cents and below and in a large city or town a 25-cent store has a big field. If it attempts to cover its field it must carry a big line of stock.

It is not impracticable for the hardware merchant to apply the same novelty to his own bargain department—a 25-cent table. A great many hardware stores now have five and ten cent tables and a few have fifteen cent tables. A table, or several tables, containing a selection of articles to be sold at 25 cents each should be a novel and paying feature in any hardware store, where there is sufficient floor space for the purpose.

CARRYING COALS TO NEW-CASTLE.

A special agent of the United States Government has made a report on the sale of American hardware in Great Britain in which he says United States manufacturers are holding their own in the British market in the face of very keen competition although cheap German and Swedish imitations of American goods are now being sold in England. The report mentions American roller skates, household specialties, such as washing machines, meat choppers, coffee mills, and similar articles as ones which have won favor in Great Britain although sold at higher prices than British made goods. The same success attends the sale of those articles that the American typewriter has attained, which, on account of its superior workmanship and style, is doing seven-eighths of the business of London.

The import values given below represent the imports of these American goods into Britain in 1909:

Locks, hinges and builders' hardware	\$ 800,000
Saws (steady annual increase)	160,000
All other tools	1,200,000

Cutlery	220,000
Firearms	100,000
Cash registers	500,000
Laundry machinery	160,000
Metal work	1,700,000
Mining machinery	300,000
Wire nails of all kinds, including tacks	420,000
Pipes and fittings	800,000
Safes	7,000
Stoves and ranges	85,000
Printing presses	235,000
Pumps and pumping machinery	550,000
Sewing machines	1,600,000
Shoe machinery	380,000
Steam engines	275,000
Typewriters	1,770,000
Windmills and parts	10,000
Wood-working machinery	54,000
Machinery not specified above	2,500,000
Ironware not mentioned above	1,200,000

According to the special agent there is an opening for one or more progressive American hot air, hot water and steam heating firms, the houses being heated by grate fires with the exception of very few hotels and a few public buildings. Sheet-iron office furniture, such as letter files and bookcases for business papers seem unknown in the London business houses.

CONSIDERATION FOR TRAVELERS.

While it is admitted by men who know that old methods of merchandizing are rapidly being supplanted by more up-to-date methods, would it not be in order to suggest some improvements which concern the traveler in his daily duties?

Waste of time is waste of money, and if any person with a mathematical head should figure out in cash value all the time which is lost by travelers waiting in stores to catch the attention of the buyers, it would likely run up into millions.

Travelers never expect to get the attention paid to customers, but when the buyer gets busy cleaning up just at the time the drummer opens the door, and keeps busy doing what he would not have done at all had the traveler not appeared, then there is something that should be eliminated.

He is supposed to call; the merchants look for him, and he is entitled to prompt attention so as not to waste his time. Very often a train is missed and a whole day is lost through the thoughtlessness of the merchant. This carelessness is keenly felt by all travelers, and now since so much is being done to improve and raise the standard of mercantiling this should be an opportune time to call the attention of the merchants to this matter about which almost all the travelers have just cause to complain.

The lot of the traveler is not an easy one at all times and through an im-

provement in the direction of giving them a more cheerful reception and more prompt attention, the road would be made much easier to travel.

AFTER BUSINESS HOURS.

The question is often asked, "Has the employer a right to say what an employe shall do outside of working hours? If a man reports for duty on time, whose business is it where he was the night before?"

When an employer engages a man, what does he employ? Does he say to the man, "You bring your body down here at 8 o'clock and take it home at 5, and you can do anything you want to with your mind?" Is it not the mind that he really employs? And has he no right to say something about the condition of that mind during working hours? If a man spends the day's vitality the night before he does not have that day's vitality to give to his employer, even though he brings his body down town on time, and pretends to put in a full day's work. He is not delivering what he is paid for, and the employer has a right to remind him of the fact.

When an employer pays a man to put his mind on his business he naturally expects a sharp mind, one that has not been dulled by too many outside interests, and especially by dissipation. It is thinking while you work that really counts.

It is good to know that there is no hardship in this, because what is good for the employer is also good for the employe. Many a needed lesson is driven home to us by the necessities of business.

CHARGE INTEREST.

If you do not take advantage of the discounts that your jobber offers, you are the loser. If you do not pay your bills after thirty or sixty days, you are charged interest. If you permit people to carry accounts six months and a year with you without interest, you are to say the least, culpable.

Make them pay interest after thirty or sixty days the same as you do and make the interest high enough to offset at least the interest you have to pay to your jobber.

An over-charge hurts the dealer more than the customer.

Hope for the best, then try your best to realize your hope.

The man who is after results isn't always particular as to the means.

The manner of doing business changes, but the principles of good business never.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Lead and Tin—Likely advance.
 Linseed Oil—Cut of 5c.
 Turpentine—Advance of 1c.

Toronto.

Linseed Oil—Down 1c.
 Turpentine—Advanced 1c.
 Tin—Up ½c.

MONTREAL.

May 20.—The primary markets have been fluctuating. Copper still retains its low level and it has a dampening effect upon many other metals. The aggregate week's business in copper has been slightly heavier. The better feeling which existed for a short time in New York has again waned, and old prices are maintained with no sign of immediate improvement. The 14-cent mark is the ruling figure. The jobbing prices of 35 cents for tin and 5½ cents for spelter were steady this week, and in tin and lead there is a strong tendency towards higher prices. Local trade has been fair all round. The death of the King is still considered a factor in prices, but the strength exhibited shows that the tone was solid before this sad event took place.

Just now there are plenty of importations of sheets and plates and prices are good. Cleveland warrants were slightly weaker and the general purchasing of metals on American account has not been so formidable as usual.

Pig Iron—Activity rules in this market and the demand is steady and strong. Small stocks are held, and the shipping going on all over is notably large in quantity. All domestic furnaces are busy and prices are firm, with bookings in abundance. We quote \$22 for domestic iron. Imported: Middlesboro, \$17 to \$17.50; Summerlee, \$20.25 to \$20.50; Cleveland, \$18, and Carron special, \$20. Business is steady and the strength prophesied in these columns is here now. Further strength is promised.

Tin—The jobbers are holding stiffly at 35 cents, and there is every sign of a climb upwards. Trade is steady locally and demand has increased slightly. American purchasing has been first rate, and no sagging has taken place, as was first anticipated by the excitement in London.

Copper—Copper is still weak although prices are higher on the week's business. The old figure of 14 cents is still maintained. All buyers are keenly scanning the market quotations and with good

reason. Not much interest is taken this week as the London market closed on Thursday and will not reopen until Monday on account of the funeral of the late King. Senator Clark said the other day before sailing for Europe, "The copper situation will work itself out in time. Consumption is good, and at present there is not more than four months' copper in the world."

Spelter—The London market is steady and the same feeling exists here. St. Louis reported a steady advance, so that the whole tendency is upward. While prices are unchanged, the demand is heavy and plenty of buying indicates a better price in the near future.

Lead—There is every sign of an advance being near in lead. The steadiness of the local market was notable all week. There has been no change in price. From St. Louis the report came that receipts for the week were heavy and were twice as large as the shipments, but producers say that prices should advance in sympathy with spelter.

Scrap—Copper is playing havoc with scrap. Owing to the low state of copper the cut in bottoms has been maintained and will likely remain. The copper spurt was shortlived and brass has declined. Changes if any, were insignificant. Scrap copper is still in fair demand. There was a lazy demand for composition, and the light and heavy brass. Lead, solder and type scrap all seem to be in fair demand. Zinc residues are very quiet. White metals generally are moving better. We quote: Heavy copper and wire is 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2½c; scrap zinc, 3c; No. 1 wrought iron, \$12; machinery cast scrap, No. 1, \$16; stove plate, \$12.50; malleable, \$9; miscellaneous steel, \$5.

TORONTO.

May 19.—There is a better general feeling around the local metal market this week, and opinion is expressed that the bottom has been reached in price by all the metals. Tin has advanced another ½c this week, the reason given being the shortness of supplies arriving in America, but there is also a look about the situation that leads one to believe a squeeze is on the tapis.

United States metal centres reported a falling off of new business in April, but so far this month trading has been increasing. In Canada business is more steady and more satisfactory than it is across the line, and prices have been held on a firmer basis.

Pig Iron—In Ontario pig iron is firmer than it has been during the past fortnight, and around Toronto there has been more inquiry. Stocks are larger and supplies are coming in in fair shape and quantity. There is plenty of imported iron at Montreal awaiting shipment to Toronto for Western Ontario distribution, and supplies will be much freer when the congestion at the ocean port is relieved. Booked orders are taking up huge quantities of imported iron just now. Quotations are unchanged. No. 1 Middlesboro is \$21; Jarrow, \$21.25; Glengarnock, \$23; and Summerlee, \$23. Canadian foundry No. 2 is yet at \$22, a fictitious figure, and orders booked show little diminution.

Copper—This metal is active at present, and while stocks are plentiful there is really an enormous consumption of copper. The low prices seem to be stimulating business. Hundred pound lots remain at \$13.90. In the States production keeps on rising and there is expected to be another great accumulation when May's figures are totalled. This statement, however, is less unfavorable than anticipated, as England and the continent report declining stocks.

Tin—The situation in regard to tin looks as though some speculation is being indulged in. The increase of ½c last week has been followed by a similar ½c increase this week, tin now being quoted at 36c. Deliveries to America are small, some consignments totalling only 125 tons. England is not getting much more, and the Straits production is being curtailed.

Lead—This metal is active and firmer in the primary markets. Locally, conditions are stronger, but prices are unchanged, \$3.75 and \$3.85 being the quotations on domestic and imported leads. Enormous stocks are said to be accumulating in the United States to sustain selling prices in Europe, the lead combine being at the bottom of the movement.

Spelter—While the quotation of spelter remains at \$5.90, this price is hardening. There is noticeable, too, more active trading in this metal.

Plates and Sheets—Still in good demand are all gauges of sheets and plates. Country points are ordering in large volume, and manufacturers keep steadily asking for medium sizes and grades. Prices are firm, though unchanged.

Old Materials—Last week's figures still obtain. Stocks are slightly higher but sales, while increasing are only fair. Dealers are paying for heavy copper and wire 11½c; light copper bottoms, 10c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2½c; scrap zinc, 3½c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$13; malleable, \$8; miscellaneous steel, \$6; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

May 19.—Despite a quieter streak here and there in trade the aggregate volume of business has been well up to the previous week. Considering that the weather generally has been against summer goods a most satisfactory run on refrigerators, freezers, hammocks, garden seats water coolers, etc., is noticed in a repeat order way.

The continued good reports as to crops generally are having a very reassuring effect upon the tone of the markets, and dealers are looking forward confidently to good trade.

Booking has slightly improved for fall lines, and a fair movement has developed in guns, ammunition, lanterns, sleigh bells, and horse blankets. General lines of hardware are likewise moving well. Cutlery, in view of the June weddings, has picked up, while tinware for the customary tin showers is prominent. Enamelware continues to be in good request in the Northwest. No change is reported in the markets, but things are generally firm, all the way round, with the exception of copper articles.

Spring Lines—In a repeat order way warm weather lines are in good request. Refrigerators and freezers are going out especially well. Lawn mowers and other goods are still keeping up a satisfactory average, while the demand for hose, despite the advance, has not fallen off. The markets are firm, and we quote: Lawn mowers, low wheel, \$2.55 to \$2.75; 9-in. by 12, \$3.30; 9-in. by 14, \$3.55; 9-in. by 16, \$3.80; 10½-in. by 12, \$5.15; 10½-in. by 14, \$4.25; 10½-in. by 16, \$4.65. Garden hose, good quality, 60 off, medium 60, 10 and 10; fair 70 and 10. Hose nozzles, \$3.50 per doz. up. Couplings, \$1 per doz.

Builders' Hardware—The demand continues prominent and dealers are ordering heavily in a sorting up way. Building prospects continue to look good. The market is firm, and we quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½ to 33c.

Bolts and Nuts—The market continues very firm. Orders are coming in well, and it is evident that much construction work is in progress, or contemplated. We quote: Discount on carriage bolts, ¾ and smaller, 70; machine bolts, ¾ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Miners' Supplies—The drive has somewhat fallen off, but there is still a strong demand for various lines in a sorting up way. The market is firm, and we quote: Miners' picks, 16½c; pick handles, \$1.85 a doz.; drilling hammers, 6c a pound; crowbars, 3½c; drill steel, 8c.

Harvest Tools—The demand is now extremely prominent. Dealers report a

very encouraging consumptive call, and are finding it necessary to sort up stock. We quote: Harvest tools, 50 and 5 off; scythes, cast steel, \$6; better grades, \$7 and up; grass hooks, \$1.60 to \$2 per doz.

Heavy Hardware—The movement continues to show up well, shipping and other industrial centres taking large quantities of supplies. We quote: Chain coil, ½, \$5.25; ¾, \$3.80; 1, \$3.50; 1½, \$3.25; 1, \$3.25; anchors 40½ lb. up; merchant bar iron and mild steel, \$1.90; steam gauges, \$1.50 each up; injectors, \$4 to \$18 each; and steam gauges, 35c to 80c.

Sporting Goods — Baseball, lacrosse and football outfits are moving well in a repeat way. The first rush is over, but there is a steady call showing. Yachting and motor boat supplies are in prominent call. The demand for golf outfits is showing great development.

Wire — The demand continues very good for most lines. The market is firm, and we quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire No. 9, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30 straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

May 19.—Steady and good business continues in all hardware lines, more especially in seasonable goods for early summer. The past ten days have seen activity in flags, and retail men catering to camping and holiday supply found the demand for flags quite active, many persons and institutions calling for them when King Edward's death was cabled from London.

Prices hold firm on all manufactured metal lines. Repeat orders call for very satisfactory quantities. The call for roller skates still exceeds supply and manufacturers, brokers and jobbers say they are compelled to cancel orders daily. Wire goods are steadily asked for, and so are lawn mowers, netting and screens.

Seasonable Goods—The hardware articles coming under this head at present are usually grouped in other departments, for early summer hardware has the call. These include screen doors and window screens, wire clothes lines, fancy garden and plain farm wire fences, lawn mowers and lawn goods generally—seats, hammocks, hose sprinklers and the smaller garden tools, agricultural tools like hay forks, shovels of all kinds, and builders' hardware articles.

Household Goods—Fruit presses and parers, seeders and crushers are begin-

ning to move rather freely now. Refrigerators and ice chests are increasing in sales, and there is no let up in housecleaning lines. Washers and wringers are steady. Gas and oil stoves are very active at present. So are all kitchenware lines—enamelware, graniteware and tinware. The near approach of the summer holiday and camping season has boomed to some extent orders for tinware.

Builders' Hardware—Manufacturers, jobbers and hardwaremen state that the whole trade in this line in Toronto and Ontario—and for that matter Canada generally—is splendid just now. From this time forth until the end of the year builders' hardware is expected to be a "topnotcher" seller. All kinds of lock sets are being sold. There is a specially good sale for night latches and locks of that sort. Hinges, bolts, butts, and the other articles in this department are moving freely.

Tools—Camping, yachting and outing sets of small tools are selling pretty satisfactorily. Builders are buying saws and hammers particularly, but there is also a fair demand for general building tools, especially from carpenters.

Sporting Goods—Baseball goods still hold first place. Lacrosse supplies have improved greatly during the week, and motoring and yachting supplies are also bettering themselves. Roller skates for children are yet the newest novelty. Hammocks and lawn seats, while not sensational mowers, are freely inquired for.

Wire—There is a steady demand for wire products. Fencing for garden and farm, clothes lines, poultry netting, etc., are the leading lines asked for.

Cutlery—Goods for next season are being shown and booked. Old country travelers are displaying new and novel samples. Wedding presentation cutlery and other goods for a similar purpose are being handled somewhat larger by hardwaremen than in the past.

Heavy Goods—Wire nails are still leading, but there is now a good call for bar iron. Pipe is steady, and so are rods. All prices are firm and unchanged.

U.S. METAL MARKET.

New York, May 18.—The Iron Age says: Some of the week's developments have contributed to a better feeling in the steel trade. Concerning pig iron the best that can be said is that at lower prices somewhat more business has been done, and assertions that bottom is being reached are made with more confidence.

The prevalent idea concerning the cutting down of pig iron output exaggerates its extent. Counting furnaces that have actually blown out, the movement represents scarcely more than 10 per cent. off the rate of production on April 1, and furnaces now scheduled to go out will not increase it beyond 12 per cent. The United States Steel Corporation now has 31 idle furnaces out

of a total of 119, having blown out one additional furnace, that at Niles, Ohio, in the past week.

Pig iron inquiry has increased most in the east, where 35,000 to 40,000 tons is pending, a total that seems large only in comparison with the beggarly buying of many weeks. Along with the reports that certain low offers are refused by the furnaces come others showing that new low points have been touched; for example, \$11.50 at Birmingham for No. 2 foundry iron. In southern Ohio, sales have been made at \$15.50, Ironton. Buffalo and Cincinnati report an increase in pig iron sales and inquiry.

At Pittsburg the market for Bessemer and basic pig iron has been in commotion, with active manipulation by buyers to break through recent levels. Sales of several thousand tons of Bessemer

iron are reported at \$16.25, Valley furnace, and basic has sold in 5,000-ton lots at \$15. There are heavy stocks of iron at Valley furnaces which will not be readily absorbed without severe curtailment of production.

The better feeling in finished lines is due to the placing of good car and locomotive orders and the expectation of other railroad buying to follow; also to the additional contracts for bars for western agricultural works, amounting to 150,000 tons. The Harriman car contracts have at last been placed, and are for a total of 12,440, of which the American Car & Foundry Company will build nearly 11,000. The Hawley lines have bought 72 locomotives.

Plates and shapes show further weakness, eastern plate mills being active competitors in the central west.

tional Association for the testing of metals. One in particular affects Sheffield, and that is that blister steel, a name hitherto given in the Sheffield trades to cemented Swedish wrought iron or other wrought iron of a similar quality, should be held to cover, as a definition, steel made by carburising wrought iron, by heating it in contact with carbonaceous matter: it might also be made by carburising a low carbon steel.

It is contended that if the proposal is passed, it will have the result of lowering the status of Sheffield steel and opening the door to the fraudulent use of descriptions which have long been considered to carry a guarantee of the presence of certain constituents. 8

J. O. Arnold, Professor of Metallurgy at the University of Sheffield, states that it would not only affect blister steel, but would ultimately involve the quality of both shear and crucible steels.

As the recommendations are subject to revision, Sheffield manufacturers have appointed a committee of representative steel makers, who will watch over the interest of the Sheffield steel trade, and make the necessary recommendations to the International Association.

A Quarter's Exports.

The return of exports for the first quarter of the year furnish further evidence of the growth of British trade. The total value of exports of the United Kingdom was £82,005,042, an increase of £11,287,083, compared with the first quarter of 1909, and of £1,271,910, compared with the first quarter of 1908.

Hardware exports to Canada increase by leaps and bounds. They totalled £9,407 in the first quarter of 1908; then they jump to £10,974 in the corresponding period of 1909, and to £16,344 in the first three months of this year.

Cutlery last quarter totalled £19,838, compared with £14,817 in the first quarter of 1909 and £15,511 in the first quarter of 1908.

Unwrought tin showed a decline to £37,412 from £42,902 in the first quarter of 1909, but more than double the total value in the corresponding quarter of 1908, when Canada took £16,485.

Pig lead and manufactures of pig lead reached £13,591, an increase upon the £10,683 total of the first quarter of 1909, but a decline compared with the £14,338 total of the corresponding period of 1908.

Steel bars, angles, rods and shapes or sections reached a value of £54,577, fifty per cent. bigger than the £36,627 total of the first quarter of 1909, and nearly two-and-a-half times the value sent in the first quarter of 1908, £22,695.

Anchor, grapnels, chains and cables totalled £6,845 compared with £6,068 in the first quarter of 1909, and £4,526 in the first quarter of 1908.

Canada took fewer tinned plates and tinned sheets. The tonnage for the quarter was 5,607 tons, a considerable decline from the 8,053 tons of the corresponding quarter of 1909, but an advance upon the total of 3,632 tons in 1908.

The galvanized sheets total was more than doubled. It reached 4,218 tons last quarter, compared with 2,002 tons in the corresponding period of 1909, and 2,023 in the first quarter of 1908.

Trade Conditions in the Mother Country

Useful Labor Exchanges—Canadian Patents Registered in Great Britain—Motor Manufacturers Copy American Combine Methods—The Status of Sheffield Steel—Exports to Canada Still on the Increase.

Sheffield, May 6.—The state of trade in the hardware and metal trades continues to improve. More men are being employed than a month ago, and very many more than a year ago. The number of shifts worked is also on the increase. The activity is now spreading to more departments and more works. At first, it was confined largely to the big works with elaborate organizations. The Colonial and foreign enquiry is still the most satisfactory feature from the point of view of increased business, and with some markets a bigger trade is being done than ever.

Raw material has advanced so far that it is not now advantageous to buy either imported billets or bars. This of course has helped makers at home to advance prices, and they have done it to the extent of restricting business. Pig iron makers who have booked well forward for export are in a position to withstand the attempts to bring down prices. The trade in tinplates is active and firm, and the majority are booked into the middle of the year.

The Coal Mines (Eight Hours) Act has reduced the output per man, but owners are increasing the number of employees as far as possible, in order to keep pace with the very brisk demand, both at home and abroad. Industrial requirements are not easily satisfied and this, combined with the demand from the continent, has impelled owners to exact much higher prices for forward contracts. There is every prospect of fuel being dear throughout the year.

Successful Labor Exchanges.

The new Labor Exchanges instituted by the Government are doing very good work. In March, no fewer than 20,395 vacancies were filled through the medium of the Exchanges; in February, the number was 12,628. The proportion of vacancies filled to the number of vacancies notified has risen from 60 per cent. in February to 69 per cent. in March. At the end of February the number of applicants on the register

was 112,424, comprising 94,234 men, 6,769 boys, 9,366 women and 2,055 girls. The total at the end of March had fallen to 90,627, comprising 74,199 men, 5,375 boys, 9,264 women and 1,789 girls.

Employers realize the value of the Exchanges, as indicated by the fact that in February they notified 21,193 vacancies, and in March 29,704 vacancies.

A Year's Inventions.

The Comptroller General of Patents, Designs and Trade Marks in his report for 1909 says it is still too early, perhaps, to estimate the full effect of section 27 of the Patents and Designs Act of 1907, but there have been 73 applications to revoke, and 17 patents have been actually revoked. Those revoked relate to various inventions, including artificial stone, sewing machines, umbrellas, boxes, lubrication of gig mills, steam generators, typewriters, rim locks and motor cars.

The operation of the section apparently has not diminished the applications for patents, which numbered 30,603 during 1909, the highest number but one yet on record.

One of the outstanding features of the year was the enormous development in aeronautics, the number of applications relative to this subject being more than three times the number received during the preceding year. This was probably due to recent public demonstrations of the practicability of the aeroplane type of machine, for a great many of the inventions were devoted to the perfection of the balance and control of such machines. The subject of locomotion in general, though continuing the slight falling off noticeable during the past few years, still occupied the most prominent position in the field of inventive activity.

Status of Sheffield Steel.

Some little anxiety is felt in Sheffield as to the probable effect of the proposals which are made by the Interna-

HARDWARE TRADE GOSSIP

Quebec.

E. A. Seath formerly with John Forman, Montreal, has joined the selling staff at Montreal of the Canadian General Electric Co.

R. Edwards, Jr., formerly assistant sales manager of the Western Electric Co., Chicago, is now connected with the Northern Electric Co., Montreal.

The office of the Canadian Sales & Mfg. Co., Montreal, J. Sophus, manager, has been moved to more commodious premises at 250 Lemoine St., Montreal.

A. H. Cleveland, who was for some time with the New York Edison Co., has been added to the power sales department of the Montreal Light, Heat and Power Co.

The new plant of the Montreal Steel Works is to be started immediately at Longue Pointe, Que., and it is estimated that nearly two million dollars will be spent within two years.

J. C. Gaston, representing Jos. Fenton & Sons, Sheffield, Eng., was in Montreal this week calling upon the trade. He has this week been calling at Kingston, Ont., and other points and will visit Toronto and the extreme west.

The Bergmann Electric Works, of Berlin, Germany, have established a branch office in Montreal. They are now feeling their way towards opening a factory for making the Tungsten lamp. Dr. C. Rossner is representative.

The death took place in Montreal on May 17, of Mrs. John Caverhill (nee Mary Jane Sibley), at an advanced age. Mrs. Caverhill died at the residence of her son-in-law, George Caverhill, head of Caverhill, Learmont & Co.

W. F. Colton, representing James Deakin & Sons, Sheffield, was in Montreal this week. Mr. Colton stated that his company have some new plans for Canada and it may evolve into sending out a representative from England.

Irving Smith, formerly located at 40 St. Antoine St., Montreal, has removed to more commodious premises in the St. Nicholas Building. Mr. Smith was formerly with R. E. T. Pringle Co. and has established a number of American agencies.

Frank P. Jones, general manager of the Canada Cement Co., Montreal, is very optimistic over the future. Sales are much larger than at this time last year, and the likelihood is that they would grow as time goes on. The present year promised to show excellent results.

Wilfrid Hobson, partner in the firm of Thos. Turner & Co., Suffolk Works, Sheffield, Eng., is in Canada on business widening pursuits. He was in Montreal for a few days prior to his continuation west to the coast. It is Mr. Hobson's intention among other things to appoint an agent in Canada.

That it is an ill wind that blows nobody good, was well illustrated during

the past week and ever since the King's death, by the immense increase in the sale of flags. The decorations of the large banks and public institutions called for bunting and flags. Flags ranging in sizes from 25x15 down were in evidence on orders. One large maker of flags, Thos. Sonne, Sr., stated that their

Ontario.

J. A. Condit, Buffalo, representing the Joseph Dixon Crucible Co., of Jersey City, manufacturers of lead pencils, graphite products, greases, stove polish, etc., was in Toronto a couple of days this week calling on the hardware jobbers. The company is pushing Dixon's silica-graphite paint for iron and steel work, this paint being made in four colors.



THOMAS W. KIRBY,

Who Has Opened a Canadian Office at Toronto for May & Padmore, Birmingham, England.

C. P. Spencer-Smith, managing director of Thos. Ellin & Co., Ltd., Sylvester Cutlery Works, Sheffield, England, spent several days in Toronto last week calling on the trade. Ellin & Co. are now amalgamated with Colquhoun & Cadman, of Sheffield. Mr. Spencer-Smith is trying to get a Canadian agent for Samuel Osborne & Co.'s (Sheffield) tool steel. He is in Winnipeg this week.

Sir Thomas Firth, of Thos. Firth & Son, makers of tool steel, etc., Birmingham, Eng., spent the greater part of the week in Toronto.

Wilfred Hobson, partner with his brother in the ownership of Thos. Turner & Co., Sheffield, Eng., was in Toronto for a day a week ago. He went on to Hamilton, but expects to again visit Toronto before going to the west.

H. Walter Dorken, of Dorken Bros., manufacturers' agents, Montreal, accompanied by Adolphe Heuser, owner and manager of H. Boker & Co., Solingen, Germany, were in Toronto for several days this week. This is Mr. Heuser's first visit to Canada and he is becoming acquainted with his customers as well as finding out just what goods Canadians want. He has recently come up from Mexico and will leave for home via New York. In conversation with Hardware and Metal Mr. Heuser said that during the time the surtax was in force against German goods the Bokers doubled their business in Canada.

Mr. Heuser also related a humorous story which shows that the German people are always after business. A buyer for a well-known Toronto jobbing house made a trip to Solingen a year or two ago. After spending a pleasant evening at one of the German clubs Mr. Heuser and Mr. Boker were escorting him to the railway station. The Toronto buyer started to sing "God Save the King," when a policeman stopped him and threatened to take him into custody. Mr. Boker took the policeman aside, saying that the stranger was a Canadian and that if he arrested him he would not do any business with his firm. The policeman then allowed the party to proceed on their way.

Rudolphe Dorken, another of the Dorken Bros., was also in town for several days this week. He had William Boker, of Henry Boker hardware manufacturers, Remscheid, Germany, with him, and both of them displayed samples of their goods. This is young Mr. Boker's first visit to Toronto, although he has been in Montreal for a year past. After his fatherland Mr. Boker thinks Canada is the best country he has visited, and he has traveled considerably.

ESTABLISHES CANADIAN AGENCY.

May & Padmore, manufacturers of builders' hardware, art metal goods, etc., Birmingham, England, have established a branch at Toronto in charge of Thomas W. Kirby, and sample rooms have been secured at 48 Yonge Street Arcade. May & Padmore already have a wide line, but intend to manufacture any line called for by the Canadian trade. Mr. Kirby has had 20 years' practical experience in the trade, having been for 15 years with James Cartland & Son, Birmingham. He has also been appointed agent for Canada for James Allen & Son, Cuttlers, Sheffield, W. H. Cooper, silver and plated goods, Birmingham, and C. H. Leng & Sons, brush manufacturers, Birmingham, and samples of these firms' products will also be exhibited at the Toronto showrooms.

H. B. Leinbach, representing the Yale & Towne Mfg. Co., makers of locks, etc., was a caller on the Toronto trade during the week. He was much impressed with the business done in Canada, and especially commented on the splendid building prospects of the country.

Trade News from the Atlantic to the Pacific

St. John Man Invents Improved Process of Making Wire Nails—Hamilton to Get a Big American Industry—Port Arthur to Secure Chain Factory—Saskatoon Merchants May Organize Association—Vancouver to Have Elaborate Lighting System.

ST. JOHN.

May 18.—James Pender, of the James Pender Company, manufacturers of wire nails, was in Montreal and Ottawa, last week, in connection with the patenting of an invention of his own developing which has been put through most of the preliminaries necessary for its protection. It is an improvement upon the present process of manufacturing wire nails which Mr. Pender believes will be of great value to the art. It is to be patented in the United States and Great Britain, but until its protection is complete the inventor does not care to make its nature known in any degree.

D. George Clark, manager of the McClary Manufacturing Co., returned to the city last week from a three months tour of the west and he reports that everywhere he went he found trade booming and factories working full capacity to keep up with the rush of business. In Calgary, especially, where Mr. Clark spent some days, he says all is hustle and many new buildings are going up. The McClary Co., is putting up a large warehouse there which will be completed in August. He reported that the campaign to boom St. John was very favorably regarded in the west, and many complimentary remarks were made about the enterprise of the eastern people.

T. McAvity & Sons are making some changes in their show windows that are expected to increase their efficiency as "silent salesmen."

At a meeting of the city council held last week the city engineer was authorized to expend some \$38,000 in the renewal of water mains about the city. The city is calling for tenders for permanent street pavement, to cost about \$90,000. W. E. H.

HAMILTON.

The Oliver Chilled Plow Works, South Bend, Ind., have decided to locate its Canadian branch in this city. This is the most important announcement concerning industrial Hamilton that has been made in a decade. The South Bend works are said to be one of the largest in the world, and the Canadian branch will be the largest plow works in the British Empire. It is the intention to use Hamilton as a centre for the manufacture and distribution of all the plows for the British and foreign trade.

The company has purchased a site comprising 90 acres of land and water and will start at once erecting factory buildings. These will cost about \$1,500,000. The company hopes to be making

plows by December. The works will employ about 2,000 hands. It is likely that big extensions will be made in the contemplated plans as soon as the first buildings are constructed. The Oliver Chilled Plow Works is said to be the largest concern that has located in Canada since the International Harvester Works established its Canadian branch here ten years ago.

PORT ARTHUR.

May 16.—Port Arthur is taking an advance step in its development. A new trolley line has been inaugurated through the centre of the city up to the residential district on the hillside, past what will be one of the most desirable sections, Mariday Park, being opened up by J. J. Carriek. The trolley car line, after passing this property, is now being extended out into the country, so as to reach the small farmers and market gardeners, and makes a loop coming back on the Oliver Road to the city.

A factory has been started in Port Arthur under the name of the Port Arthur Chain Works by practical men from Birmingham, England, who, realizing the demand for chain in this country and the northwest, selected Port Arthur as the most advantageous point at which to manufacture. They intend bringing out a number of practical chain men from Birmingham during the year.

SASKATOON.

May 16.—A number of Saskatoon's most enterprising merchants are making an effort to organize a retail merchants' association. J. L. S. Hutchinson, of the Saskatoon Hardware Company says: "A retail merchants' association is a sad need in this city. Almost every day the merchants meet with matters which show the necessity of an organization and the sooner we organize the better."

Mr. Hutchinson visited a number of merchants in regard to this matter and many are in favor of organization.

VANCOUVER.

May 12.—This city has adopted a system of lighting of the principal thoroughfares by light standards, which will be ornamental as well as useful, and which are something on the same pattern as those of other Pacific Coast cities. The business men started the movement, and will pay for the installation of the standards, which will total \$46,908, and after they are in place, the city will pay the lighting bill. On Hast-

ings street, they will be 97 feet apart, on Westminster avenue, 89 feet; on Cordova street, 120 feet, and on Georgia street, a semi-business street, 134 feet. The standard has been adopted after careful inspection of those in use in Seattle, Portland and other cities, and the best points taken from each.

CHATHAM.

May 17.—Plans have been prepared for a new business block with lodge rooms above to be erected by W. H. Westman. Mr. Westman and the C.M.B.A. lodge will be joint owners, the new block costing approximately \$20,000. J. L. Wilson & Son, architects, have the plans, which still await sanction of the lodge.

A surprisingly large number of automobiles have been sold in Chatham and vicinity this year, a fact which is indicative of prosperous times. Autos are handled by Geo. Stephens and D. H. Douglas, hardwaremen, and the Chatham the latter concern of a taxicab service which during the last year has been widely patronized is credited with helping largely to popularize the automobile.

At a recent board of trade meeting "See Chatham First," was unanimously adopted as the civic slogan, as the outcome of a contest in which a \$5 prize was offered for the best suggestion. The slogan now appears prominently on the stationery used by many merchants. Literature advertising the city is now being prepared, with the intention of inaugurating an energetic campaign for new industries.

VICTORIA.

May 12.—The returns from the building inspector's office show a marked increase over last year. During April 76 permits were issued the value being \$188,060. For the four months of this year there is an increase of \$150,000 over the same period of 1909. This heavy build has a very good effect on all branches of trade, particularly builders' hardware.

The journeymen plumbers of Victoria have been out on strike for an increase of a closed shop and a wage of \$4.50 per day. This is a raise of 50c per day. With the exception of one or two shops the master plumbers have conceded to the demand. W. B. C.

WELLAND.

May 18.—The New Way Motor Co. is the latest addition to Welland's industries. It is capitalized at \$50,000, and will manufacture gasoline engines. The directors are: W. H. Newborough, president; E. W. Goodnow, L. M. Gleason, H. E. Thomas, C. D. Woodbury, all of Lansing, Mich. The factory will be the Canadian branch of the Lansing factory. Bridgeburg council awarded the contract for the new sewers and septic tanks to John F. Connolly, Toronto, at \$23,700. A.T.W.

FOR PURE, UNADULTERATED EXCELLENCE

Stephens

PURE PAINTS

LEAD THEM ALL

UNEXCELLED AS REPEATERS

UNEQUALLED AS TRADE WINNERS

UNSURPASSED IN POPULARITY

Manufactured exclusively for the West by

G. F. STEPHENS & CO., Limited

Winnipeg, : Can.



"Great West" Woven Fencing

is made of the best quality of No. 9 Hard Drawn Galvanized Wire with a "Tie of Lock" that holds the wires absolutely secure at each intersection.

Manufactured by **The Great West Wire Fence Co., Limited, Winnipeg**
ELLIS & GROGAN, Selling Agents, Calgary. **RACE & HUNT, Selling Agents, Edmonton.**

Unlimited Results can be assured by the sale of Quality Heating Apparatus

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

Pease Furnaces are constructed on the principle of "How Good."

Write for Catalogue.

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Bolts—Carriage, ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65 spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Blocks—Steel, 45; wood, 60 per cent. Cut Nails—\$3.10 per keg base; pressed spikes, \$3.50 base, usual extras.

Copper—Planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40; full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Cleavices—7½ cents per lb.

Enamelware — Canada, 50; Imperial 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 p.c.

Fittings — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.80; 22, and 24, \$4; 26, \$4.20; 28, \$4.60; 30 gauge or 10¾-oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., \$1.65.

Gunpowder—F Sporting, in 25 lb. kegs, per keg, \$5; FF sporting, do., \$5.25; tower proof, do., \$8; honker in 25 lb. tins, per tin, \$9.50; diamond grain, No. 6, in 25 lb. kegs, per lb., 70c; amberite, in 25 lb. tins, (50 lbs. bulk), per tin, \$26.50.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to 1, \$5; No. 2 and larger, \$4.75; feather-weight, \$6.15.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., \$2.45; ⅜-in., \$2.75; ½-in., \$3.30; ¾-in., \$4.10; 1-in., \$5.80; 1¼-in., \$8; 1½-in., \$9.50; 2-in., \$12.70; 2½-in., \$20.80; 3-in., \$27.40; 3½-in., \$34.20; 4-in., \$39; 4½-in., \$43.50. Galvanized, ¼-in., \$3.40; ⅜-in., \$3.70; ½-in., \$4; ¾-in., \$5.25; 1-in., \$7.60; 1¼-in., \$10.35; 1½-in., \$12.70; 2-in., \$17.

Logging Chains—5-16, \$5.85; ⅜, \$5.75; 7-16, \$5.05.

Lanterns—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; Red Rose, 25½c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c-25c; acme lamp, 30c; White Lily, 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100-pound drums, \$2.75; turpentine, bbl. lots, 90c per gal; linseed oil, raw, \$1.05; boiled, 3c per gal. advance on this price.

Pig Lead—\$5. Lead pipe, \$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope.—Sisal, 9½; pure manila, 11; British manila, 9½; lath yarn, 9½c.

Steel Squares.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Solder.—21c per lb.

Screws.—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Stove Pipes. — 6-inch, \$8.69; 7-inch, \$9.31.

Tin Plates.—I.C. charcoal 20 x 28 full box, \$9.25; ½ box, \$4.87½; IX, full box, \$11.25; ½ box, \$5.87½; IXX., full box, \$13.25; ½ box, \$6.87½.

Terne Plates—I.C. plates, \$8.50.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., \$3.05; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring

wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Wire Nails.—\$2.80 Winnipeg and \$2.35 Fort William.

Wringers.—Royal Canadian, \$35; new easy, \$39.

TO BUILD NEW FACTORY.

The Dougall Varnish Co., Montreal, have specifications out for a \$40,000 factory at Point St. Charles. The building will be three storeys with basement, and made of reinforced concrete, faced with brick. The work of excavation has been started already. The plans are in the hands of the architect. The firm's business has so increased by its association with the Murphy Varnish Co. that it is necessary to erect a new plant.

ENLARGING VARNISH BUSINESS.

Announcement was recently made that Searfe & Co., Brantford, had established a wholesale paint and varnish warehouse at 78 Lombard Street, Winnipeg, in charge of H. S. Duncan. Now the firm are making a further enlargement by opening a warehouse at 472 Delorimer Street, Montreal, in charge of L. P. Trudal. A full line of the company's products will be carried at both branches.

NEW COMPANIES.

The Canadian Malleable Iron and Steel Co., Toronto; capital, \$500,000; to manufacture and deal in iron, steel and other metals. Incorporators, J. A. Brown, J. H. Alexander and E. S. George, Toronto.

The Dominion Estate and Mining Investment Co., Cobalt; capital, \$50,000; to mine, smelt and amalgamate, asbestos, minerals, ores or metallic substances. Incorporators, C. G. D. Kelley, G. F. Greener, J. J. Anderson, Cobalt.

The A. H. Coplan Co., Ottawa; capital, \$60,000; to manufacture and deal in new and waste metals, rubber, paper stock, babbits and all kinds of base metals. Incorporators, A. H. Coplan, H. Pullan and M. P. Walters, Ottawa.

The Westport Manufacturing & Plating Co., Westport, Ont.; to manufacture and deal in gas lighters, electrical fixtures, electro-plating work and electrical goods. Incorporators, F. F. Dies, W. C. Whiteher, S. A. Conklin, Ottawa.

The Red Diamond Polish Co., Ottawa, capital, \$40,000; to manufacture and deal in metal polish, stove polish and all other kinds of polish, paints, oils, varnishes, cleansers and fillings. Incorporators, S. E. Adams, F. W. Birkett and C. J. Rattray, Ottawa.

The Railway Asbestos Packing Co., Montreal; capital, \$100,000; to develop and work asbestos mines, and to amalgamate and treat explosives, ores, metals and minerals. Incorporators, A. Warrell, St. John, N.B., D. Rousseau and L. Turgeon, Sherbrooke, Que.

Ask US to quote you for

PAINTS (Ready mixed and in paste.)

DRY COLOURS

DISTEMPERS, VARNISHES, ETC.

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience and know that we can compete

HOYLE

ROBSON

BARNETT & CO. LTD.

HEAD OFFICES:

35 CLOSE, NEWCASTLE-ON-TYNE, ENGLAND

CONTRACTORS TO
H. M. ADMIRALTY and WAR OFFICE

To save time, please send samples to match and fullest particulars.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER ONTARIO



The Successful Dealer Pushes Specialties in Season.

PAINTS and Varnishes can be sold collectively all the year 'round, but there are certain seasons when special lines sell better than others. Just at this time of year screens, porch furniture, porch floors, etc., need brightening up. You can make money by selling the following seasonable specialties:

S-W PORCH AND LAWN FURNITURE ENAMEL

S-W PORCH FLOOR PAINT

S-W SCREEN ENAMEL

These finishes are made expressly to withstand outside exposure. Their protective quality and superior finish make them popular and they ought to be among the best selling goods in your store at this season. *Push their sale now.* If you haven't a stock, write us and we will see that you are supplied at once and will give you attractive advertising and other aids to help you make sales.



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.



"The Western Stove Makers"
W. J. COPP SON & CO.

MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



Breinigs Penetrating Stain & Wax Finish

These Stains give that Beautiful Soft Wax Finish now popular in High Class Wood Finishing. A **Perfect Finish** on any wood with one coat and specially adapted for our B. C. Fir Wood. Stocked in Flemish Oak, English, Brown, Weathered, Lt. Weathered, Green Weathered, Black Flemish and Brown Mahogany. Let us send you Samples of these Stains — They are Business Getters.

The Winnipeg Paint and Glass Co., Limited

EDMONTON

WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

U. Boucher & Co. will erect a sash and door factory at Farnham, Que.

The Dominion Oil Cloth Co. will erect a factory at Montreal, to cost \$80,000.

A Buffalo marble-working firm will establish a branch factory at Bridgeburg, Ont.

The Calgary Brewing Co. will build a \$10,000 addition to their plant at Calgary.

The Western Canada Flour Mills Co. will build a grain elevator at St. Boniface to cost \$275,000.

David Elliott, of the Elliott Mfg. Co., Toronto, will establish a paper box industry in Ashbridge's marsh.

The Hawes Von Gall Co., hat manufacturers, of Danbury, Conn., intend erecting a hat factory at Toronto.

W. H. Denham has a permit for the new elevator to be erected for the Quaker Oats Co. at Peterboro to cost \$90,000.

The Morrisburg Tack Mfg. Co., Morrisburg, Ont., after the erection of the tack factory will erect one for the manufacture of nails.

The Dominion Iron & Steel Co., Sydney, N.S., recently placed the contract for a new mill with the Morgan Construction Co., of Worcester, Mass.

The Montreal Steel Works will start work on their new plant at Longue Pointe at once. It is said they will spend \$2,000,000 within two years.

H. Pelletier, brick manufacturer, of Blairmore, Alta., will install in the near future a plant for the manufacture of both wet and dry pressed brick at Monarch, Alta.

The plans of the A. B. C. Elevator & Wharf Co. include the erection of large grain elevators at New Westminster, Prince Rupert and Vancouver, and also cold storage plant and wharves either at Vancouver or New Westminster.

Municipal Undertakings.

Tenders are being called by Prince Albert for sewer extensions.

A by-law to expend \$55,000 on the Ingersoll, Ont., waterworks was carried by the ratepayers.

A by-law will be submitted to Peterboro ratepayers to raise \$30,000 for sewerage and drainage purposes.

The Private Bills Committee of the Quebec Legislature has authorized Montreal to borrow \$5,000,000 for the establishment of a filtration plant.

The Stratcona city council will engage Engineer A. C. Potter, of New York, to look over and make recommendations for the best sewerage system for that city.

Tenders addressed to the chairman of the Ottawa Waterworks Committee will

be received until May 31 for the supply and delivery of ten 42 inch cast iron flexible joints.

Public Buildings.

A new school will be erected at Headingly, Man.

Plans are being prepared for a new theatre at Victoria to cost \$85,000.

The Montreal Protestant School Board will build a school, to cost \$80,000.

The town authorities of Humboldt, Sask., are having plans prepared for a town hall.

The Vancouver Exhibition Association have decided to erect a new Machinery Hall to cost \$20,000.

A home and school for the Hebrew orphan children will be erected at Montreal to cost \$50,000.

The Toronto Board of Education will build a three-storey school on Kimberley Ave., to cost \$35,000.

A permit has been issued to Yonge Street Methodist Church, Toronto, for a new edifice to cost \$45,000.

The ratepayers of East Kildonan, Man., authorized the erection of new school buildings to cost \$11,000.

The contract for the new Roman Catholic Church at Orillia, has been let to John Bogue, of Peterboro, at \$50,000.

The contract for the erection of the new Knox Presbyterian Church at Brandon has been awarded to John Forbes.

Competitive working sketches are being called until May 28 for a 4-roomed brick public school to be erected at Midland.

David Stevid, of Chesley, has been awarded the contract for the new high school building to be erected at Flesherton, Ont.

Gauthier & Daoust are preparing plans for a large new college building to be erected at Outremount, Que., for the Jesuit Order.

Tenders will shortly be asked for the construction of a three-storey brick extension for the Patronage of St. Vincent de Paul at St. Hyacinthe, Que.

The B.C. Government are looking for sites for a border line isolation hospital to be erected in the vicinity of Phoenix. Another such hospital will be located at or near Kamloops.

General Buildings.

Dyment & Duffield will build a store at Montreal to cost \$12,000.

Lee Chong & Co. will erect a building at Victoria to cost \$4,000.

A \$20,000 annex will be erected to the Dyke block at Fort William.

M. Martin will build an apartment house at London to cost \$8,500.

Contracts for the Dominion Bank and the National Trust blocks to be erected at Edmonton were awarded to Claydon Bros., of Winnipeg.

Martineau & Son, will erect seven buildings at Montreal, to cost \$21,000.

The Willis Piano Co. will erect a new office building at Montreal to cost \$100,000.

The Regent Apartments Co. will build a \$330,000 apartment block at Winnipeg.

Sol. Cameron will build a five-storey hotel of steel and concrete at Prince Rupert.

The Congregation of St. Paul's Presbyterian church, Toronto, will build a stone manse.

Alvo Von Alvensleber, German Consul, at Victoria, will erect at Sooke, B.C., a large hotel.

The National A.A.A. are considering the purchase of grounds at Montreal to erect a club house.

The Urban Mutual Insurance Co. will erect a business block at Portage la Prairie to cost \$3,000.

The Assiniboine Lawn Bowling Club, Winnipeg, will erect a club house at an estimated cost of \$3,000.

J. Henry and Alex. Hendrie have taken out a permit to erect a four-storey apartment house at Toronto, to cost \$38,000.

W. E. Noffke, architect, is preparing plans for an 8-storey office building at Ottawa, to be erected for James Hope & Sons.

The contract for the large extensions to the C. P. R. freight sheds at Moose Jaw has been awarded to the Carter Halls, Aldinger Co.

Plans have been adopted for the new parsonage for the congregation of Queen's Avenue Methodist Church, New Westminster, to cost \$6,000.

Permits were issued to the Central Mission, Vancouver, for a six-storey block, to cost \$75,000; also to the Salvation Army for a servants' home \$7,000.

Recent building permits at Ottawa include J. McFarlane, five dwellings, \$6,000; Wm. P. Davis, alterations to dwelling, \$15,000; Eugene Fiset, dwelling, \$8,000.

Recent building permits issued at Toronto include: A. H. Garrett, three stores and dwellings, \$12,000; Gold Medal Mfg. Co., six pair dwellings, \$30,000; Jas. Henderson, 3 stores and dwellings, \$11,900; W. S. Grimshaw, 4 stores and dwellings, \$14,000; Amos Schunk, apart., \$20,000; C. M. Bryan, 3 dwellings, \$13,000; R. A. Shields, five dwellings, \$10,000; E. R. Rogers, dwelling, \$10,000; J. S. A. Whealey, 5 dwellings, \$14,000.

Railway Development.

Thos. J. Drummond, president of the Lake Superior Corporation, is authority for the statement that the Algoma Railway will probably be extended 150 miles to connect with the C. P. R. Probable cost, about \$4,000,000.

The B. C. E. R. are contemplating the construction of an aerial tramway to connect its Lone Star mines with its Wellington, B.C., property. The proposed tramway will be about seven miles in length.

INCOT

ANTIMONY

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A. C. LESLIE & CO.,
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NEW GLASGOW, N.S.

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IVER JOHNSON'S ARMS & CYCLE WORKS

Manufacturers of Iver Johnson Revolvers ("Hammer the Hammer")
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**THE SECRET
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IS IN THE
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That is the reason
London Bars

have such a large sale among
the builders, contractors,
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Are you selling them,
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Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

AGENCIES WANTED

THE HOMES' HELP, No. 20 Charlotte St., Port-of-Spain, Trinidad, B.W.I., are prepared to receive consignments, also agencies throughout Canada. Correspondence solicited. (32)

AGENTS WANTED

AGENT WANTED for all Canada, or agents for districts, to sell the trade British 100's of best quality, including several lines of specialties. Applying, stating the agencies you now hold, and to what class of customers you sell. Box 981, **HARDWARE AND METAL**, Toronto. (22)

CANADIAN AGENT WANTED for first-class line of files manufactured in the United States. Would be a coup of energetic man with regular advertisement in trade newspapers. State territory covered and lines already handled. Box 987, **HARDWARE AND METAL**, Toronto. (22)

U.S. MANUFACTURER of Nail Pullers and other specialties wants to secure Canadian agency in Montreal, Toronto and Winnipeg. State lines already carried. Box 938, **HARDWARE AND METAL**, Toronto. (22)

BUSINESS CHANCES

FOR SALE—An up-to-date hardware business, including buildings, in the town of Andover, N.B. This is a splendid opportunity for any enterprising hardwareman, being in the centre of a rich district. Sale necessary on account of the late owner's death. Apply to H.N. Coates, care S. Hayward Co., St. John, N.B. (21)

FOR SALE—Up-to-date hardware, furniture and undertaking business for sale in New Western town, two years old. 1938 turnover \$4,000; 1939 turnover \$32,000. Ill health reason for selling. Box 10, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg. (10tf)

HARDWARE BUSINESS FOR SALE in best town in New Ontario. Apply to Wainwright & Morrison, Sarnia, Ont. (24)

HARDWARE AND TINWARE BUSINESS. Stock and fixtures \$8,000. Village in farming section. Address Box 984, **HARDWARE AND METAL**, Toronto. (21)

HARDWARE, Stove and Tinware business for sale on reasonable terms, established thirty years in a fine section of country in Western Ontario. Good village. One other opposition. Owner wishes to retire. Also the store for sale or rent. Fine stand on the corner and positively the best stand in the town. This business will stand closest inspection. Apply Box 936, **HARDWARE AND METAL** Toronto. (25)

SIX THOUSAND HARDWARE, in one of the best towns in central Ontario. Population over five thousand, with only one other hardware store. Stock is first-class, assorted, and doing good trade. Box 993, **HARDWARE AND METAL**, Toronto. (21)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Sair Building, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

ATTRACTIVE fixtures sell your goods. Walker Rin Fixtures and Show Cases prove invaluable in economizing store space, and by compelling customers, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bina and Store Fixture Company, Ltd., Berlin, Ont.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Pensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Pensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J," which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

DON'T use poor business stationery. Get your printer or stationer to furnish you with "Banker's Bond" Letterheads, envelopes, writing tablets, etc. Goods perfect, price moderate. Satisfaction accompanies the added prestige which follows the use of stationery. W.J. Gage & Co., Ltd., Paper Makers, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egray Register Co., Dayton, Ohio; 123 Bay St., Toronto; 254½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kann System of Fireproof Construction. Used in many of the largest business premises on this Continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont. (tf)

ERRORS AVOIDED, LABOR SAVED Using the Shouper or Autographic Register. Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FOR FILING PAPERS, LETTERS and Vouchers, fastening bulky envelopes or backing statements, the ACME No. 2 Binder is indispensable in every store. Penetrates the thickest paper and perforates and binds in one operation. For sale by all stationers. A.R. MacDougall & Co., Canadian Agents, Toronto.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. Amercan Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be sceptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the tracks are on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W.D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE National Cash Register Company guarantee to sell a better Register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcing cements, Fenestra Steel Sash, Automatic Fire Shutters and Sidercrete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our Safes you can rest at ease; no fire too hot for them to withstand. Vaults and Safes to meet every possible requirement. Write for catalogue "S." Goldie & McCulloch Co., Ltd., Galt, Ont.

ARTICLES FOR SALE

FOR SALE—Pattern and gauges for Food Chopper. Four sizes. Hollands Mfg. Co., Erie, Pa. (22)

SITUATIONS VACANT

WANTED—A young man with thorough knowledge of book-keeping and hardware experience. References required. Apply P.O. Box 325, Montreal. (22)

WANTED—Tinsmith and two hardware clerks, experienced in tinsmithing desired. Enclose references. A.S. Worthen, Zealandia, Sask. (21)

WANTED a tinsmith for Western Town, steady job for good man. Apply Manitoba Hardware & Lumber Co., Minnola, Man. (18tf)

WANTED—Tinsmith for furnace and jobbing work. Experience in clerking desired. Apply A.M. Carascadden, Fort Saskatchewan, Alta. (22)

WANTED—Experienced hardware clerk, good stove salesman, must speak French and English. Give references, state age, experience and salary; send photo; good position to right party. Don't waste ink if you cannot fill the above requirements. The Moose Jaw Hardware Co., Ltd., Moose Jaw, Sask. (25)

WANTED—Energetic, up-to-date thoroughly rooted hardware man for Manager Retail Department, general hardware, stoves, sporting goods, etc. by concentrating doing large general hardware, jobbing and mill supply business. Good position for the right man. Give experience, references, age and salary expected. Address Box 989, Hardware and Metal, Toronto. (19tf)



No. 11

ANTICIPATE A DEMAND.

Always anticipate a demand of a particular nature by a good window display. In this way a merchant not only tells prospective purchasers—those who have already made up their minds to buy—that he carries an adequate stock, but he suggests the idea to others who had not thought anything about the matter. It is this latter portion of his community—and the preponderating one, too, that the dealer must always have in mind. The greatest triumph to the store is bringing in the man who had not thought about painting until the merchant got after him.

The case of marine paints, canoe enamels, and other specialties is a good illustration of the point we are making. Here there is a demand that is at its height about this time. How many dealers have made a dead set after the trade. We know of an instance where a store making a feature of yachting and boating supplies has failed to make a display of any line of paint manufactured especially for the purpose of water use. Probably the merchant thought that everyone would know that a store catering to a yachting and boating demand would be certain to carry such lines. Quite so. But how many sales have been, and are being lost in the case of those who have thought nothing about painting, but only wished they had when the boat house is opened and they are in a hurry to use the craft. Who gets the trade then. The nearest supply house, or more probably the owners make up their mind to do without any paint at all this year.

And if a store that is generally recognized as a boating supply house makes a mistake in not displaying its special paints how much greater is the error in the case of a dealer who may carry good lines, and yet have no one associate his store with such a stock.

To get the best result it is necessary to anticipate the demand, and to do it thoroughly. At all times there is a call for paints, but at different seasons the dealer should give special prominence to certain kinds. The various lines of paint should not be all lumped together in an indiscriminate manner. It is possible by watching the seasons carefully to be always in advance of the demand, and yet at the same time to run certain lines alone, and know that you are showing exactly what will be wanted, no more

You can make more money and gain more reputation selling

ML PURE PAINTS

Because they are advertised, so your store gets the good of the advertising.

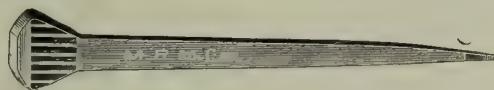
Because they cover better with two coats than the best of the other paints do with three.

Because they justify every claim you make for them when you talk to your most particular customer.

Imperial Varnish & Color Co., Ltd.
TORONTO

Samples tin (FREE) color card, and special proposition for the asking. 6 Morse St., Toronto; 108 Princes Street, Winnipeg; 550 Beatty Street, Vancouver.

"M.R.M." HORSE NAILS



Blacksmiths to-day demand Horse Nails of reliable quality.

"M.R.M." Horse Nails meet this demand, being made from Swedish soft steel rods by the new cold process, possessing great holding and driving qualities.

Hardware dealers can make a good profit by stocking this popular brand of Horse Nails.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

and no less. There are times when a window of exterior house paint is most appropriate, when household specialties are likewise, and so on.

At present the dealer would be well advised in making a good display of his

boat and yacht paints. The various crafts are being overhauled. Clubs are rapidly getting their properties into ship-shape order. Even now for some districts it is very late for such a display, but in those cases better late than never.

PAINT AND OIL MARKETS

MONTREAL.

May 20.—Linseed oil still keeps to the forefront, and supplies the main topic of market discussion. Owing to the swinging back of English quotations prices were cut 5c during the week, but indications seem to point to a firmer tone again. Apart from this, conditions are about the same in linseed oil so far as Canada is concerned. Turpentine under a steady demand advanced 1c. The other markets were unchanged. Trade is moving along briskly, and orders for all lines come in with a regularity that shows the consumptive trade that is being done. Reports from travelers state that great confidence is being expressed as to the continuance of the painting movement.

Turpentine—Turpentine, after a long period of unchanged quotations, has shown the good spirit of the times by advancing 1c. Buying has improved, and there is more snap to the market. Supplies are in firm control, and the market seems in good shape generally. We now quote 84c for single barrels.

Linseed Oil—Following the cut last week of 3c, a heavier one of 5c was made this week. So far as Canadian conditions are concerned there does not appear to be any reason for this decline, and the sole cause, apparently, is the weakening of the English quotations. The domestic markets are governed by London. The demand is still steady, and the cut in prices is expected to stimulate the demand although with supplies as they are holders are still not anxious to sell. We quote, therefore, 92c for raw and 95 for boiled.

White Lead—Orders have maintained the improvement noted last week. There is a good general demand, while most satisfactory lots are going by boat service. The market is firm, and we quote: \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Red Lead—The demand is steady, with prices ex-store unchanged. The new stock is now arriving, and the possibility is that prices will be easier before long. We quote: Genuine red lead in casks, \$4.75 in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100 lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and small quantities, \$5.75.

Varnishes and Japans—Carriage and railroad shops are buying freely in consequence of a better trade demand. More stocking up is noticed on the part of the general trade probably in anticipation of

further advances in prices. Furniture and implement lines are also showing a brisk call.

Putty—There has been a good call for putty, and, very few assorted lots are without this article. The market is unchanged, and we quote: 100-lb. drums, \$2.45; bladders, in barrels, \$2.70.

TORONTO.

May 19.—Cutting in linseed oil and turpentine has been prevalent during the week, and this has had the effect of unsettling the market. At present a firmer tone is apparent, and indeed prospects look as if higher prices will again rule in these two commodities. Other paint lines remain steady at old quotations.

The volume of prepared paint goods going out is very great just now. Some repeat orders from outside points are nearly as large as the initial bookings at the beginning of the year. Seasonable paint lines continue to be asked for in fair quantities.

The painters' strike in Toronto is still on. While it may delay work contemplated to be done this spring, the strike is having a present effect of boosting sales of ready-mixed paints, many home owners doing there own, absolutely necessary painting, and putting off until the fall or next spring the general brightening-up they planned having done at this time.

In regard to rosins, the grade sordinarily used by manufacturers of the cheaper lines of varnish are just now very scarce and the prices fully maintained at the high figure that they reached some week or ten days ago, and the quantity on hand at Savannah and Jacksonville does not seem to indicate any possibility of a reduced price in the near future. Some French rosins were placed on the Ontario markets this week—the first in quite a few years.

Linseed Oil—Cutting has been indulged in in linseed oil, and nearly every house early in the week had a different quotation. The past couple of days, however, has seen a better tone, though there is noted a decline of at least one cent in comparison with last week's figures. A decline was manifested in Great Britain ten days ago, although there was no apparent good reason, when the cost of seed is considered. It is thought by some that this was brought about by stagnation in the painting trade, owing to all classes of trade being affected by the death of the King, and with ord-



WITH THAT
WHITE LEAD I DEFEY
COMPETITION



BRANDRAM'S IS STILL BEST

For many generations the great British House of Brandram, by notable improvements on the old Dutch process of corroding, has made the best White Lead in the World. The *B. B. Genuine* is to be had from us, and from no other manufacturer in this country.

This famous lead, after corroding, is ground no less than *five times*, insuring an unapproached degree of fineness, in addition to the qualities of whiteness, body, spreading power and durability, to which all users testify.

It will bring to your establishment not only the painters who know that *B. B. Genuine* is the best made, but all who by trying it once, will come to you year after year and send their friends.

— and there is a good profit for you.

Write for prices and pertinent paint pointers.

BRANDRAM-HENDERSON
LIMITED

Montreal Halifax
St. John Winnipeg Toronto

PAINTS FOR ALL PURPOSES

A Great Line For the Dealer

It's much less work for the dealer to push one line of paint than it is a half dozen different lines. When the question of quality on one kind of paint is established it carries the supposition in the customer's mind that other kinds of the same make are just as good. And this is especially so of

The Martin-Senour Paints

For instance, one use of the **Martin-Senour Paint—100 per cent Pure**, is a recommendation to try the **Senour Floor Paint**—and it, in turn, gives such satisfaction that it suggests the use of other paints of the same make. All this without a word from the dealer. You should confine your efforts to one manufacturer's goods—don't scatter your shot, you'll make more money, too. Get our dealer's proposition and don't waste your energy trying to popularize a dozen different brands of paint for as many purposes. You'll find 'em all in our line. Write today.

THE MARTIN-SENOUR CO., Limited

Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Limited.

Halifax, Nova Scotia



Fills a long-felt want!



One of the MOORE LINE (Made in Canada)

The demand for Enamel Finish is daily increasing, and the want of a satisfactory ENAMEL at a reasonable price has at last been met by MOORAMEL.

'Mooramel' is the purest white color, works easily, sets slowly and flows like a high grade varnish. It dries dust free in a few hours, and dries HARD in 24 hours. 'Mooramel' is made only in white, but can be tinted to any desired shade by mixing with oil color.

Get ready to supply the demand. There's a 'well-worth-while' profit in selling 'Mooramel.'

Write for prices.

BENJAMIN MOORE & COMPANY

LIMITED

West Toronto

New York

Chicago

Cleveland

inary conditions being restored within a very few days will most likely bring prices up to the same figure they were at some two weeks ago. Locally there is a scarcity of oil and unless the strike amongst the painters takes a serious turn the business is anticipated to be very active. To-day's prices given by the majority of houses is 96c and 99c for single barrels of raw and boiled oil respectively. Some are selling at 95c and 98c. Early in the week one house was offering it at 92c and 95c, and rumor attributed another house at quoting as low as 89c. Good trading was done while the prices were low.

Turpentine—Practically the same conditions that obtained in oil governed the turpentine situation during the week. On Monday turpentine was selling as low as 81c, but the following day a 2c advance was made, so that last week's figure ruled. A stiffer tone in the middle of the week made the price 84c, and with the scarcity and consequent higher cost of turpentine in the South, the local quotations to-day are set at 85c for single barrels. All house are not quoting that figure yet, but the indications point to a stronger market. The same conditions seem to be prevailing in the Southern States that have been reported for the past two or three weeks, which are, that the weather is unaccountably cold there, and that the supply of turpentine coming forward is unusually light. One large dealer in turpentine has been buying all the supplies coming forward at Jacksonville for some days past at an advanced price. The stocks in Toronto, and in fact, at any point in Canada are particularly light.

White Lead — Shipments to outside points are steadily heavy. Prices continue unchanged, pure lead ranging from \$5.65 to \$6.50 for ordinary quantities, and No. 1 from \$5.25 to \$5.60.

Red Lead—Trading is fair. Stocks are large now that new season's lead is on the market. Quotations still range from \$4.25 to \$5.25 per hundred, cask lots.

Paris Green—Fairly large quantities of Paris green are yet going forward to country points, but the volume is hardly so great as it was two weeks ago. Prices continue firm. Other seasonable paint goods are steadily active—brushes, floor and barn paint, enamels, varnishes, cleaners, etc.

Petroleum—Benzine is having big sales at the moment, and motor gasoline is increasing in sales right along. Coal oil is steady. Quotations unchanged.

FOLLY OF SHORT STOCKS.

As the spring consumptive demand is at hand, the dealer, says the Paint, Oil and Drug Review, should see that the paint stock is complete in every detail. Being short of a color is equivalent to telling the customer to go elsewhere and

buy. It may have only been a few weeks before the same customer visited your store and wanted some commodity and you were short or the stock had become entirely exhausted, and now the same man wants paint and the color wanted is "all out" or perhaps not even carried regularly in stock. Think of the impression that has been created on the customer's mind? Put yourself in his place a few minutes and see what you would do.

The degree of success attained depends entirely upon the interest and attention given to any one thing. Paint is not an exception to the rule, but on the contrary a great deal of attention is necessary to keep up a well assorted line. The good sellers should be carried in good quantities, the slow sellers can at any time be made popular by being displayed and "talked up." Every slow seller is not a poor color, it is a question of poor salesmanship in many instances.

Tastes in painting and color combinations have a wide variation, at the same time a good dealer is able to make suggestions of harmonious combinations which are often accepted, and prove to look better on a house than the consumer supposed. This is good salesmanship.

Short stock is the greatest evil the paint salesman has to contend with. He knows that it means a falling off in trade; that every year his sales in that town will be less and less; that his competitors will reap the benefit of his dealer's "going dead," and all just because Mr. Dealer has got an idea that his stock is up-to-date. Poor man! He is judging the value and usefulness of a paint stock out of a very narrow experience. It is a sign of the beginning of the end. "Dry rot has set in."

It is a general tendency among paint consumers to put off buying until the last moment, as painting-houses is too frequently looked upon as a luxury rather than a necessity, consequently it is put off until every condition is favorable for the consumer's own convenience, then it is a rush to get the painter to do the work. Possibly the painting is to be done while the family is away for two weeks or so. No time is allowed for bad weather and the consumer expects to buy a certain brand of paint and have it delivered without any delay, consequently if his dealer is not in a position to deliver sufficient paint at once, it causes a great disappointment and a bad impression is made. This circulates around the community and affects the dealer's whole business. There isn't anything that will drive away trade any quicker than being short of merchandise; on the other hand, a well-stocked paint line is a good advertisement.

Pinchin, Johnson Co., Toronto; capital, \$500,000; to manufacture and deal in paints, colors, varnishes, japans, enamels and stains. Incorporators, E. B. Ryckman, C. W. Kerr, C. S. MacInnes, Toronto.

POISON!

ARSENATE OF LEAD

The Popular Tree and Vine Spray

Put up in
1 lb. bottles, 2 lb. bottles
25 lb. pails.

The Canada Paint Co. LIMITED

Montreal, Toronto, Winnipeg

THE CANADA PAINT COMPANY'S Arsenate of Lead is intended to eradicate destructive Leaf-eating Insects, Worms, Caterpillars, etc., which infest the Orchard and Garden. To fifty gallons of water add three pounds of C. P. Co.'s Arsenate of Lead, first thinned down in a gallon of water.

This Insecticide, when sprayed upon the leaves, does not readily wash off, making its use extremely economical.

ARSENATE OF LEAD

THE
CANADA
PAINT
COMPANY
LTD

Another Varnish Deal.

Last week we gave you an illustration of one of the great money-makers in the Varnish line. There are others. Here is one of them:—

**RAMSAY'S
No. 7-20**

**EMPIRE
VARNISH**

It is put up in all sizes of sealed cans, handsomely lithographed, and it makes a splendid show on a man's shelf.

Ramsay's No. 7-20 is a high-grade varnish at a low price, with cans free. It costs under \$2.00 per gallon and is for Buggies, Carriages, Desks, Doors, Cupboards, Garden Ornaments, and all general work where good varnishing is required.

Here are two splendid sellers, widely known, well advertised, and not too high in price for first-class work. The two sellers are—

**RAMSAY'S UNIVERSAL VARNISH
RAMSAY'S No. 7-20 VARNISH**

We have an interesting proposition to make you about these varnishes if you will write us.

A. Ramsay & Son. Co.

EST'D
1842

**Montreal VARNISH
MAKERS**

The Hardwaremen on the lookout for a really
honestly made paint will find

NEW ERA PAINT

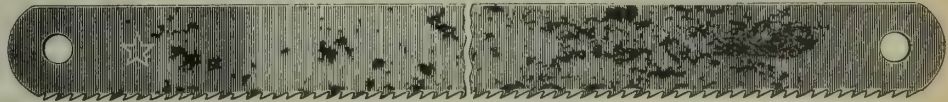
a genuine satisfaction giver. It is warranted to cover more surface, to hold its color better and to last longer than any other prepared paint.

"New Era" Paint leaves a good margin of profit for the retailer.

WRITE FOR PRICES

Standard Paint & Varnish Works Co.
WINDSOR, ONT. LIMITED

When the Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices? Our new list on this line is

\$3.50 3.75 4.00 4.50 5.00 5.50 6.00 per gross
6 7 8 9 10 11 12" inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

MILLERS FALLS COMPANY 28 WARREN STREET
NEW YORK, N.Y.

Wonder Barn Door Hangers and Channel Steel Track

with Galvanized Batten, are the only kind that closes the door up tight.

They are packed, two set, for a trial order; one 8 ft. door and one 7 ft. door.

It is the best and cheapest. Ask for prices.

S. B. MARTIN, Dalton, Ohio, U.S.A.



—THE BRIGHTENER OF THE HOME

proves a very ready seller because it has so many uses in the house. It acts like magic in beautifying and preserving old furniture and dingy woodwork, and is an established favorite with the careful housewife.

Here are a few of its features :

It dries hard and remains hard over night. Colours do not fade. Anyone can apply it. Thoroughly sanitary. Wears remarkably.

Get the good-will of the women by recommending LACQUERET.

INTERNATIONAL VARNISH CO.

LIMITED

(Canadian Factory of Standard Varnish Works)

Toronto and Winnipeg

New York Chicago London Berlin Brussels



382

Compounded vs. Mixed

This is a vital point to consider in Paint Oil. Even the proper liquids mixed together in a barrel will not make a satisfactory Paint Oil. It must be compounded by experienced Oil Men—worked up to a proper temperature in Steam-heated tanks. In short—made from a “tried and proven” formula in a Modern Oil Plant. This is why

“LYNOIL”

has eclipsed all competition—why there is more “Lynoil” sold in Canada than all other Paint Oils put together. **ITS SUCCESS HAS BEEN NOTHING SHORT OF PHENOMENAL.** Railroads, Steamboat Co.’s, Manufactories of all kinds, Contracting Painters, etc., use “Lynoil.” Hardware dealers everywhere, from coast to coast, sell it. If you are among the neglected ones—it only costs one cent to join “**Success and Profit.**” A postal does the trick. A sample for the asking. Write to-day.

Canadian Oil Companies, Limited

ST. JOHN
MONTREAL
OTTAWA

TORONTO

HAMILTON

LONDON

WINNIPEG
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EDMONTON

Berry Brothers'

Famous Varnishes

LIQUID GRANITE

Most durable finish made

LUXEBERRY WOOD FINISH

Best hard oil finish on the market

SPAR VARNISH

STANDS THE WEATHER WELL

Send for Booklets and Prices

Berry Brothers, Limited
Walkerville, Ontario

THE
DOUGALL VARNISH CO.
LIMITED
SUCCESSORS TO
MC CASKILL DOUGALL & CO.



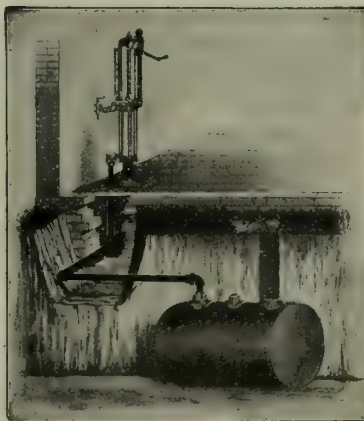
MANUFACTURERS OF

HIGH GRADE VARNISHES

ALSO
CANADIAN MAKERS OF THE
MURPHY VARNISH COMPANY'S
VARNISHES

MONTREAL

CANADA



BOWSER

**LONG DISTANCE
SYSTEM FOR
HANDLING GASO-
LENE OR KEROSENE**

meets the highest approval because it is **SAFE**. Every feature of the Bowser Long Distance Underground Storage System meets the requirements of Insurance Companies and Fire Underwriters.

Here is the Plan. The oil is stored in a tank buried outside, any distance that you may desire away from the building. The tank is made of good heavy sheet steel, riveted and soldered, tested and guaranteed leak and evaporation proof. It is painted with three coats of asphaltum which absolutely prevents the damp earth from acting upon the metal.

The pump is the latest improved, all metal, and measures accurate gallons, half gallons, quarts or pints at a stroke.

The System Has Never Caused a Fire, nor has an explosion of a Bowser Tank ever occurred. One hundred and eighteen outfits passed through the San Francisco fire, and not one explosion resulted. Some of the pumps were warped and melted by the heat, but the oil remained in good condition in the tanks.

The Bowser System is safe in every way. Write TO-DAY for Bulletin 15.

S. F. Bowser & Co., Limited
66-68 Frazer Ave., TORONTO

Scarfe & Co. Carry Stock in Montreal

After the 24th of May we will carry a stock of our Varnishes, Japans and Shellacs in Montreal, under the management of Mr. L. P. Trudel.

Your orders will have good attention.

SCARFE & COMPANY

Head Office and Factory, Brantford, Ont.

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Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

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British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
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Cast Ribbed and Polished
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Glass

Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

LEADED ART GLASS

Lead work is only one of our many lines, but we make it a specialty. We are prepared to fill all your orders for any kind of GLASS and you will always find our prices right.



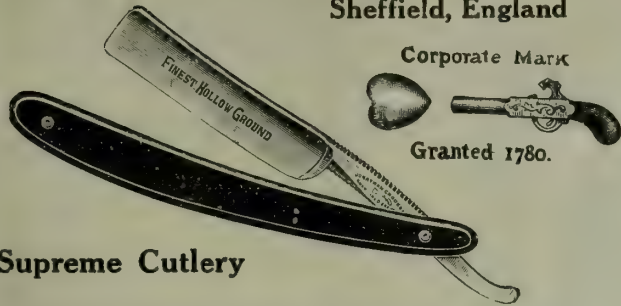
*Design No. 350. See
Catalogue.*

Our stocks of PLATE, SHEET and FIGURED GLASS are large and complete, and prompt shipment can always be relied on

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LONDON WINNIPEG TORONTO
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Jonathan Crookes & Son
Sheffield, England



Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

**ORNAMENTAL
IRON WORK**

**WIRE CLOTH AND
WIRE GOODS**

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish. **Inquiries Solicited.**

CANADA WIRE GOODS MFG. CO.
HAMILTON

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

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BABBITT METAL

The "KING" Babbitt is known all over the Dominion.
It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed, or Medium Pressure and High Speed.
It has strength and tenacity, and will not crack or beat out under pressure.
The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.
This is a Copperized Metal.

The James Robertson Company, Limited

Montreal Toronto St. John Winnipeg

THE MORRIS & BAILEY STEEL CO.
PITTSBURG, P O.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".

"Banner" 1910

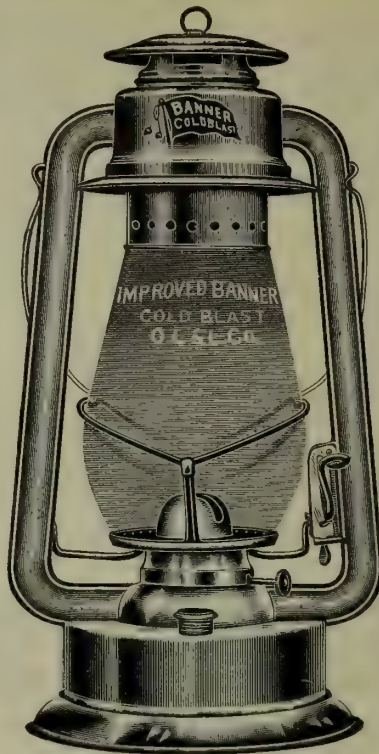
The Cold-Blast
Lanern

Constant Supervision

Skilled Mechanics

Best of up-to-date
Machinery

Handled by all Jobbers



"Banner" 1910

New Improvements

Lift, Air Chamber
Guard, Tubes
Screw Cap and Handle

Ask for Descriptive Catalogue

ONTARIO LANTERN & LAMP COMPANY, LIMITED

HAMILTON

ONTARIO

The LATEST TRIUMPH in MODERN LABOR SAVERS

is the Famous

"NEW CENTURY"

**harnessed to do all the
hard work of washing.**

The Motor is gearless, simple, powerful
and NEW CENTURY quality all the way.

It's the BEST MOTOR hitched to the
BEST Washing Machine made and they're
on hand ready for immediate shipment.

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Montreal

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HARRY F. MOULDEN,
Winnipeg

Makers: **Cummer-Dowswell, Limited - Hamilton, Ont.**




**A
Boon
to the
Housewife**

Any device that will save the housewife's toil is in big demand, and you'll find the "**MAPLE LEAF CLOTHES DRIER**" the best seller you've ever handled for this reason. Clothes are dried independent of weather, easily adjusted, quickly filled and emptied. Packs away in small compass. Hangs in hottest part of the room, next to ceiling. This drier is the very last word in up-to-date home "labour-savers" and positively sells at sight. Send for prices and terms and send to-day.

RONALD MacMASTER, Vancouver, B.C.






Easy to grind as a watch to wind


PEERLESS FREEZER

**Peerless Freezer
Sold Everywhere
Universally Successful**

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



THE DANA MFG. CO., CINCINNATI, O.




**Dana
Food Chopper**

**Dana Mop Wringer
takes a woman
off her knees**

The "FAVORITE" CHURN

C is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions bala ce bolted on. Stand is Angle Steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily **BEATS ALL OTHER CHURNS** in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn 1/2 to 30 gallons of cream.

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SEND FOR CATALOGUE.**

Stanley Tools

These Block Planes are the highest type of Block Planes manufactured. The Cutters are made of the best English steel, tempered and ground by an improved process and honed ready for use.

Nos. 9 1/2 and 18 have an adjustable throat opening. The Cutters are adjustable both endwise and sidewise.

No. 60 is a Low Angle Block Plane with adjustable Cutter and throat opening. Especially adapted for working across the grain.

No. 131 has reversible adjustment so that the tool can be used as an ordinary Block Plane, or as a Bull Nose.

No. 140 has a detachable side whereby the tool may be changed from a Block to a Rabbit Plane, or vice versa. The Cutter is set on a skew.

STANDARD
THE WORLD
OVER

Stanley

Rule & Level Co.

NEW BRITAIN, CONN. U.S.A.

EVERY
TOOL
GUARANTEED

Letters and Numbers

White Enamelled
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Blue Enamelled
Boston Brilliant (Gold)
Gold Glass
Solid Brass
Stamped Brass
Stamped Aluminum

Also Enamelled Iron, Glass and Brass Signs.

Write for Illustrated Folder and Price List.

J. E. Richardson & Co., 18 Victoria St., Toronto, Can.
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"VOL-PEEK" GRANITE CEMENT

NOW is the time to sell this CEMENT. Just mention "ANY POTS AND PANS IN HOLES?" to your customers. Tell them it will mend holes in anything. One package will mend FIFTY holes and not any tool necessary but your hands. It sells on sight. Neat display easels supplied the trade. To-day is the day to write for prices.

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MONTREAL, QUE.

KEEP UP WITH THE TIMES!

The old style wheel caster on all kinds of furniture is being rapidly superseded by the

ONWARD SLIDING FURNITURE SHOE



Pat. Feb. 9 '09.



Stock it! Push it! It does all a caster will do, and does it better, without its defects. Is easily adjusted. In two kinds—Mott Metal and Glass Bases. Write us direct if your jobber can't supply you.

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FOR METAL BASES

MORRILL'S NO. 3 & 4 SAWSETS



Fully Warranted

No. 3—for Cross Cut Saws, 'single tooth
No. 4— " " " " "Double "
No. 5— " Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

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King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

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Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

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JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE



Sole Agents for Canada

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Watch
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Diamond Brand Fittings!
Why not now?

They are unexcelled
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Wholesale only.

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Jessop's Steel

To Secure Good Results
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Wm. Jessop & Sons, Limited

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You Will Save Money
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"Neptune Unrivalled"
Patent Steel Fencing Wire

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Manufacturers: Felten & Guillaume, Lahmeyerwerke-Actien-Gesellschaft
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For Particulars apply to Watson Jack & Company, Montreal

ALEXANDER HARDWARE

WE
solicit your orders
for
HARDWARE

and can guarantee prompt delivery. A trial order
will convince you that our prices are right.

Are you handling the SUPERIOR SCREEN
DOOR CHECK? It is neat, strong, durable,
efficient and a ready seller.

Sole agents for Ontario
Samples and prices
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WHOLESALE HARDWARE-HAMILTON

SELL

Royal Metal Polishes

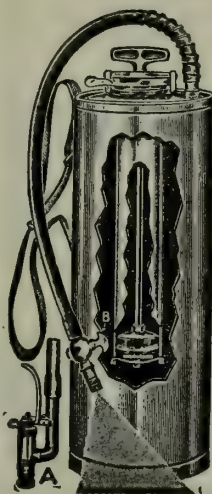
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Do not wait for to-morrow, but push
these sterling metal polishes now in
the springtime, when everybody is
thinking of cleaning up.

ROYAL POLISHES are the best for all kinds
of metals. Housekeepers KNOW this.

HAVE YOU A STOCK?

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Making More Money

out of your business is largely a matter of
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AUTOMATIC HAND SPRAYER

Don't let a farmer get out of your store un-
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save his time and money by destroying
pests on hoe crops and fruit trees, kalsomin-
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and he will buy. Write us for particulars.

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ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the
products excelled by no one. Lists, etc., on
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of any description

BRASS—COPPER—IRON

Perfect Goods

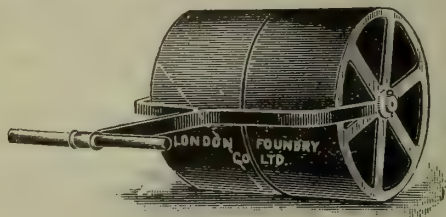
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Trial Orders Solicited

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Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO.,
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GIFT- HUNTING FRIENDS

will be grateful to you for the suggestion that one of our

TABLE KETTLES and Stands

would prove a most acceptable present.

They are made in a variety of most artistic designs in polished

brass or copper, nickel-plated and silver-plated, and are fitted with asbestos force-draught lamp.

Write for illustrated catalogue.

THE BUFFALO MANUFACTURING CO.
Canadian Representatives. BUFFALO, N.Y.
H. F. McIntosh & Co., 28 Toronto St., Toronto.

The "BUCO" HAND GARDEN CULTIVATOR

Handle 4-1/2 feet long.



Made by

Bailey-Underwood Co., Limited
NEW GLASGOW, N.S.

The "Buco" is undoubtedly the best and most popular garden tool of the age. It's a money-maker for the dealer because it's a money-maker for the user. The work it does is unique and it's of unique quality and workmanship. The Prongs—the vital parts—are high-grade spring steel, OIL TEMPERED and TESTED. They can be easily adjusted to make a different width of tool by simply moving top plate backward or forward. Socket and plate are malleable. Handle, best ash. Finish is attractive, in green and gold, with silvered points. The demand for the tool is growing rapidly. Don't neglect to stock it.

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PORTLAND CEMENT

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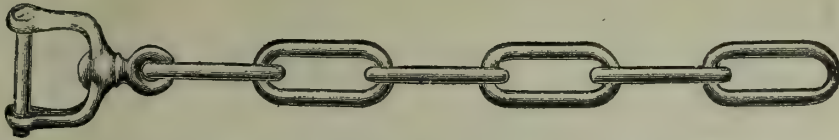
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Sales Offices:

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**Highest
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THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

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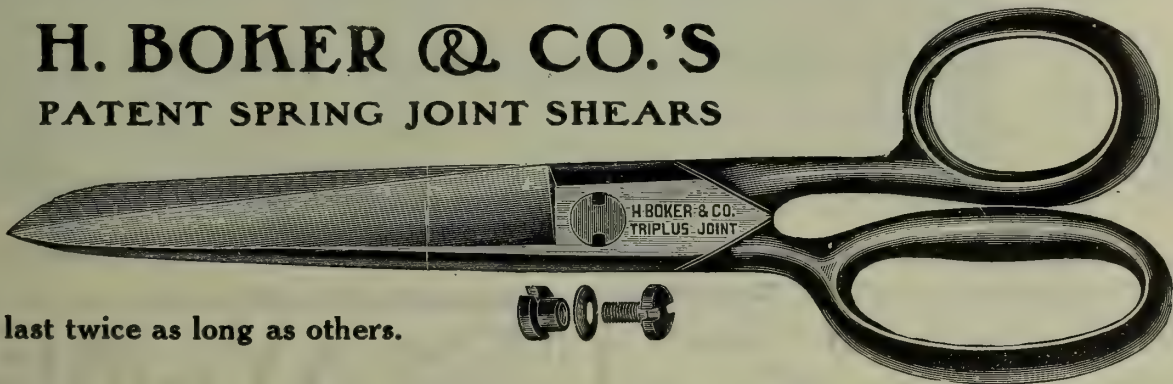
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Ties**

McKINNON CHAIN COMPANY

BUFFALO, N.Y.

ST. CATHARINES, ONT.

H. BOKER & CO.'S PATENT SPRING JOINT SHEARS



Will last twice as long as others.

The weakness of any other shears has been eliminated in the *Triplus* Shears by a special screw bolt on which both blades work like a wheel on the axle, so that there can only be half the wear upon each of the bearings. The threads which hold bolt and nut together are longer and almost the thickness of the blades. The bolt and nut are made of steel.

For Sale by all Leading Wholesale Hardware Houses

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary

Made of High Carbon U Bar Steel—Extra Heavy

Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices
and discounts.

W. D. BEATH & SON, Limited

**TORONTO
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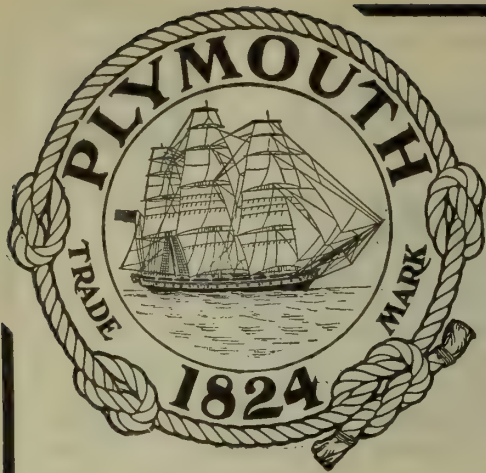
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This "Salesman's Blue Book" gives the up-to-date methods of solving the problems which confront the average seller of goods. These practical and stimulating suggestions, written in vigorous and entertaining style, are based on twenty years' experience. It is especially written for Manufacturers, Merchants, Employers, Salesmen and all Sellers of Goods for it will show them HOW TO INCREASE BUSINESS. The three maxims of this book are—"How to Get Out of The Rut"; "How to Increase the Efficiency of Your Selling Service"; "How to Encourage a Higher Standard of Salesmanship on the part of Your Men or in Yourself." 259 pages. Net, \$1.00. By Mail, \$1.10.

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PLYMOUTH

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PLYMOUTH ROPE always bears the ship trade-mark on the coil. Do not accept as Plymouth any coil not having the trade-mark. It is a guarantee of the best to be had in Cordage.

Plymouth goods have been made at Plymouth for over eighty years and always in the lead. Now made in Canada, one grade only—the best and least expensive.

Ask your jobber or write for information and samples.

INDEPENDENT CORDAGE COMPANY, LIMITED



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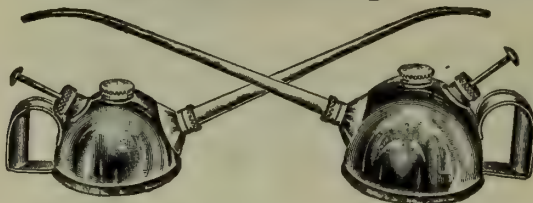
ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents

55 Colborne St.
TORONTO, ONTARIO



Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

The AYLMER



**Branch Pipe Double
Acting Force Pump
fitted for Windmill
or Hand use.**

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

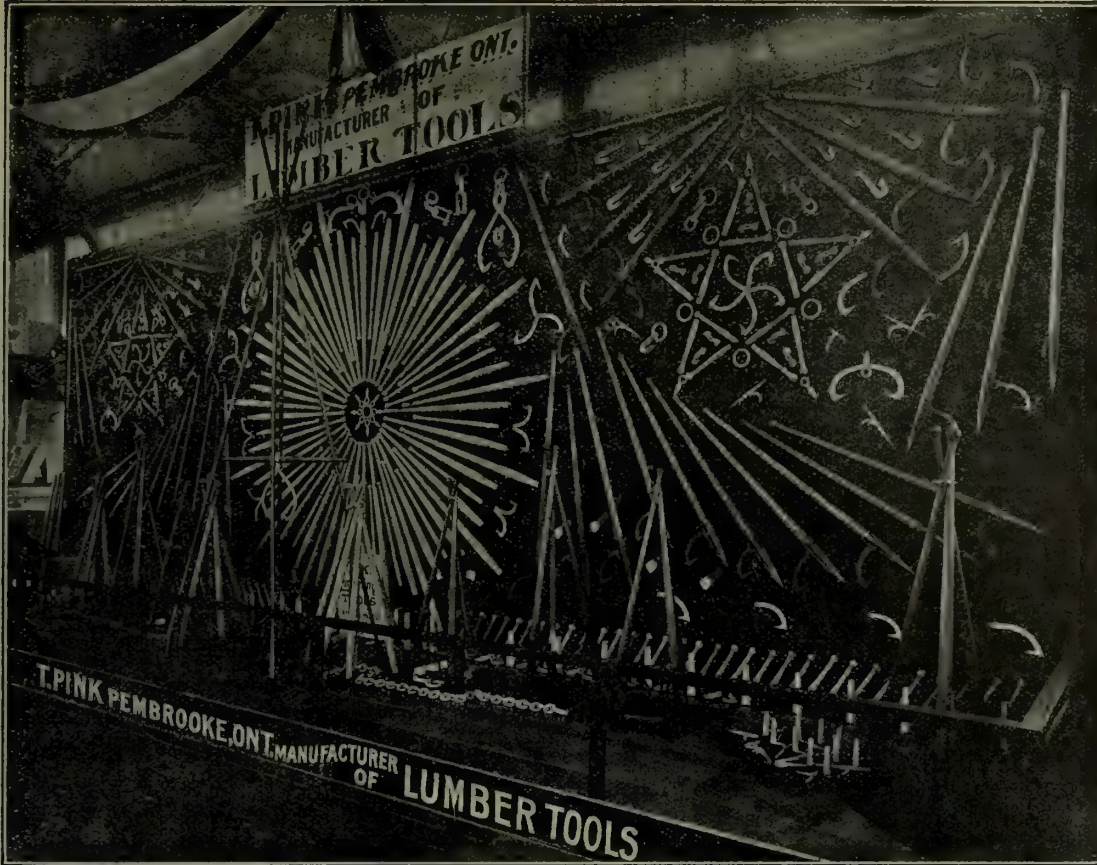
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AYLMER PUMP AND SCALE CO., Limited

AYLMER,

ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

Send for catalogue
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Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

For Highest Quality and Prompt Deliveries

OF



Plow, Engineers' and Blacksmiths'
Hand Hammers, Handled or Unhand-
led; also Sledges, Wedges, Mauls
etc., place your orders with us.

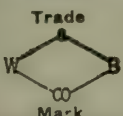
We are the largest manufacturers
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Catalogue and Prices on Application



THE WHITMAN & BARNES MANUFACTURING CO.

St. Catharines, Ontario



OAKEY'S The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

\$10,959.99 Collected!

That's the amount we've collected for clients during the past year—our first year in business. In May, 1907, we handled 140 new claims. In April, 1908, we handled 425 new claims. No wonder our clients are satisfied. They have the proof of our collecting ability.

Let Us Cure Your Slow Collections

The Beardwood Agency

313 New York Life Building, - MONTREAL

THOS. GARFITT & SON

SHEFFIELD

ENGLAND

Manufacturers of

Tobacco Knives

Rag Knives

Logwood Rasps

Mortise Chisels

Machine Knives

of every description

REPRESENTATIVES

JNO. L. RICHARDSON & CO.

65 Front St. E. - - - TORONTO

JUST THE THING FOR THE SUMMER HOME



In every situation where connection with a drainage system is impossible, the

DAISY

Indoor Sanitary Earth Closet

fills a long-felt want.

Being made entirely of metal, except the seat, no odours can permeate it, and it is easily set up.

A line every hardware man should push.

PRICE \$10.00

LIBERAL DISCOUNT TO THE TRADE.

The Toronto Furnace and Crematory Co., Limited

72 King St. East, - Toronto

Neat

Compact

All Metal

Sanitary

Ventilated

THE WHITE MOP WRINGER COMPANY

offers the **Largest Line of Mop Wringers** in the World. Latest improvements. Up-to-date.

Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue

MADE IN CANADA

WHITE MOP WRINGER CO.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



This Trade Mark Insures Genuineness Originality Perfection Satisfaction



Building Papers FOR ALL PURPOSES

We can give you the best possible value in

Tarred Felt

Roofing Papers

3-Ply Ready Roofing

Coal Tar and Roofing Pitch

P. & B. Cold Storage

Insulating Papers

WRITE US FOR QUOTATIONS ON THESE GOODS.

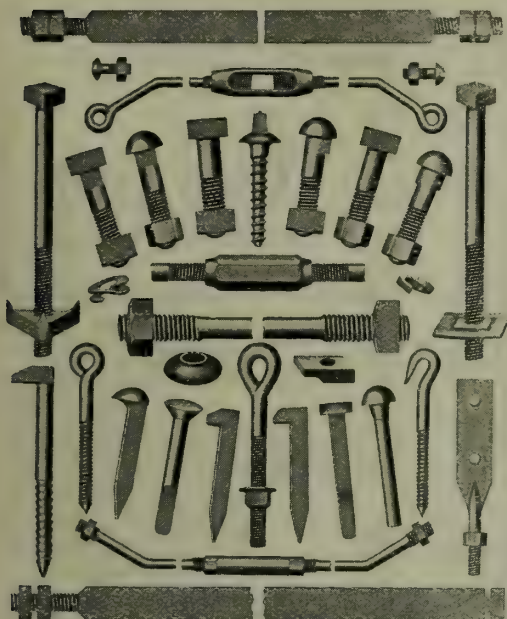
We want you on our list of customers, if you are not already there.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

Thomas William Lench, Ltd.

Excelsior Works

Blackheath, Staffordshire, England



Manufacturers of Bolts and Nuts,
Railway Fastenings, Telegraph Iron-
work of all kinds, Washers, Screws,
Chains, etc.

CARRIAGE SPRINGS & AXLES

**ANCHOR
BRAND**



THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.



**Special
Display
Base**

*Write
for
Price*

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL

SCHOOL fires are much more frequent than necessary, and so costly in life and money that no precaution which will prevent them is too expensive. "Classik" Embossed Steel Ceilings and Walls afford the cheapest means of fire-proofing any building. Sanitary too. Invisible dust-proof seams in which no dirt or germs can rest. Last forever without cracking, falling or becoming discolored. Hundreds of beautiful, classic designs to choose from. Pleasant school rooms make work easier and solve half the truant problem. Catalog "A" showing designs suitable for schools, churches, residences, etc., free on request.

The Galt Art Metal Co., Ltd, Galt, Ont.
WINNIPEG—DUNN BROS.

Galt "Classik" Ceilings

This Ad. Does Business

It is appearing regularly in all farm and home papers, including Collier's, Canadian Magazine, etc., and will help to put a lot of "Galt" Ceilings in city and country schools this season.

Are your schools to be repaired this season? If so, send us, promptly, the names of the trustees for a catalogue and personal letter about "Classik" Ceilings and "Galt" Shingles. A post card sent right now, you know, is better than a letter you "intend to write."

Reader, this concerns your bank account. Don't turn this page until you've made a note to get in touch with us.

The Galt Art Metal Co., Ltd., Galt, Ont.

WINNIPEG—Dunn Bros. FT. WILLIAM—Fife Hardware Co
FREDERICTON—R. Chestnut & Sons QUEBEC—J. L. Lachance

THE RETAILERS class the houses which advertise in their trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

YOU CAN MAKE MONEY by SAVING MONEY for your customers!

SELL them only what is reliable and what YOU KNOW will give the BEST results for the MONEY.

Our reputation is behind these BRANDS.

BLACK DIAMOND Tarred Felt



JOLIETTE and CYCLONE Sheathing.

We also sell wrapping papers of all descriptions

ALEX. McARTHUR & CO., Limited

82 McGill Street

MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb ... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallo, 35c.; Harris Heavy Pressure, 25c. Heroules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Aluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crowd, 40c.; Swastika babbitt metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; No. 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal.—Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifric-tion, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

Montreal Toronto
Plates, ½ to 1 inch, per 100 lb. 2 20 2 20
Heads, per 100 lb. 2 45 2 45
Tank plates, 3-16 inch. 2 30 2 40
Tubes per 100 feet, 1½ inch. 9 50 9 00
" 2 " 8 25 8 50
" 2½ " 10 50 10 00
" 3 " 12 00 12 10
" 3½ " 15 00 15 30
" 4 " 19 25 19 45

BRASS.

Spring sheets, up to 20 gauge. 0 22
Rods, base ½ to 1 inch, round. 0 21
Tubing, seamless base, per lb. 0 25
Tubing, iron pipe size, 1 inch base. 0 23
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
Kerr Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber L.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins Valves—Quotations on application to Jenkins Bros., Montreal.

COPPER Per 100 lb.
Casting ingot. 14c. 13 90
Cut lengths, round bars, ½ to 2 in. 21 00
Plain sheets, 14 oz., 14x48, 14x60. 23 00
Plain, 16 oz., 14x48 and 14x60. 22 00
Tinned copper sheet, base. 24 00
Planished base. 28 00
Braziers, in sheets, 6x4. 23 00
COPPER AND BRASS WIRE
Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

Montreal Toronto
Canadian foundry, No. 2. 22 00
Middleboro, No. 3 pig iron. 17 75 21 00
Summerlee, No. 2. 20 25 23 50
Carron special. 20 00
Carron, soft. 19 75
Clarence, No. 1. 18 75 21 75
Clarence, No. 3. 18 00 21 50
Jarow. 17 75 21 75
Glengarnock. 23 50
Radnor, charcoal iron. 32 00 32 50
Ayrresome, No. 3. 18 75
Ferro Nickel pig iron (80c.). 25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh. 27 50
Angles. 2 50 2 60
Common bar, per 100 lb. 1 90 2 00
Forged iron. 2 05 2 18
Refined. 2 15 2 25
Horsehoe iron. 2 15 2 25
Mild steel. 1 91 2 10
Sleigh shoe steel. 1 90 2 10
Iron finish machinery steel (domestic). 1 95 2 10
Iron finish steel (foreign). 2 25 2 25
Reeled machinery steel. 2 85 3 00
Tire steel. 2 00 2 35
Sheet cast steel. 0 15 0 15
Toe cast steel. 2 40 2 50
Mining cast steel. 0 07½ 0 08
High speed. 0 65 0 65
Capital tool steel. 0 50
Camwell Laird. 0 15
Black Diamond tool steel. 0 08
Corona tool steel. 0 06½
Silver tool steel. 0 12½
COLD ROLLED SHAFTING
9-16 to 11-16 inch. 0 08
½ to 1-7-16. 0 05½
1-7-16 to 3. 0 05
Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

Montreal Toronto
10 gauge. 2 30 2 63
12 " 2 30 2 65
14 " 2 20 2 45
17 " 2 20 2 55
18 " 2 20 2 55
20 " 2 20 2 55
22 " 2 25 2 65
24 " 2 25 2 65
26 " 2 35 2 75
28 " 2 40 2 90

CANADA PLATES

Ordinary, 52 sheets. 2 40 2 60
All bright, 52 sheets. 3 50 3 60
Galvanized—Apollo D. Crown Ordinary
18x24x52. 4 45 4 45
60. 4 70 4 70
20x28x80. 8 90 8 90
" 9 40 9 40

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square. 5 50
24 " 4 50
26 " 3 50
28 " 3 30

GALVANIZED SHEETS

B.W. Queen's Fleur-Gordon Gorbals
gauge Head de-Lis Crown Best
16-20. 3 60 3 35 3 60 3 60
22-24. 3 65 3 40 3 65 3 65
26. 4 05 3 80 4 05 4 05
28. 4 25 4 00 4 25 4 25
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand— Montreal Toronto
24 gauge, American. 3 60 3 35
28 " 3 85 3 40
28 " (26 English). 4 10 3 85
10½ oz., equal to 28 English. 4 35 4 15

IRON PIPE.

Size (per 100 ft.) Black Galvanized
inch. 2 03 2 86
" 2 25 3 08
" 2 63 3 48
" 3 28 4 43
" 4 70 6 35
" 7 70 10 40
" 10 26 13 86
" 12 31 16 22
" 14 31 19 07
" 16 31 21 07
" 18 31 23 58
" 20 31 26 48
" 24 31 30 78

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 and 10 p.c.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices: Montreal Toronto
Heavy copper and wire, lb. 0 11 0 11
Light copper bottoms. 0 09½ 0 10½
Heavy red brass. 0 10 0 10½
" yellow brass. 0 08 0 08½
Light brass. 0 08 0 08½
Tea lead. 0 02½ 0 02½
Heavy lead. 0 02½ 0 02½
Scrap zinc. 0 03 0 03½
No. 1 wrought iron. 12 00 11 00
Machinery cast scrap, No. 1. 16 00 15 50
Stove plate. 12 50 13 00
Malleable. 9 00 8 00
Miscellaneous steel. 5 00 6 00
Old rubbers. 0 09½ 0 08½

LEAD.

Montreal Toronto
Domestic (Trail) pig, 100 lb. 3 50 3 75
Imported pig, per 100 lb. 3 75 3 85
Bar pig, per 100 lb. 4 15 4 25
Sheets, 2½ lb. sq. ft., by roll. 4 75 4 75
Sheets, 3 to 6 lb. ft. 4 15 4 25
Cut sheets ¾ c. per lb. extra
Cut sheets to size, ¾ c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4½ c. per pound.
Traps and bends, 50 per cent.

SOLDER.

Per lb. Montreal Toronto
Bar, half-and-half, guaranteed. 0 20 0 19
Wiring. 0 18½ 0 17½

SHEET ZINC.

5-owl. oaks. 6 75 6 75
Part oaks. 7 00 7 00

SPELTER.

Foreign, per 100 lb. 5 75 6 00

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$35 00 35 00

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley) Per box
I.C., 14 x 20 base. \$5 50
IX, 14 x 20. 6 50
IXX, 14 x 20 base. 7 50

Raven and Vulture Grades—

I.C., 14 x 20 base. 5 00
IX, " 6 00
IX X, " 7 00
IX X X, " 8 00

"Dominion Crown Best"—Double

Coated, Tinned. Per box
I.C., 14 x 20 base. 5 50 5 75
IX, 14 x 20. 6 50 6 75
IXX, 14 x 20. 7 50 7 75

"Allaway's Best"—Standard Quality.

I.C., 14 x 20 base. 4 25
IX, 14 x 20. 5 00
IXX, 14 x 20. 6 75

Bright Cokes.

Bessemer Steel—
I.C., 14 x 20 base. 4 00
20x28, double box. 8 00

Charcoal Plates—Terne.

Dean or J. G. Grade.
I.C., 20x28, 112 sheets. 7 50
IX, Terne Tin. 9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
X.X., 14x55, 50 sheet box. }
" 14x60, " } 6 75
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge, case lots 7 25 7 50
" 26 " 8 00

WIRE

ANNEALED OUT HAY BAILING WIRE.
No. 10, \$3.80; No. 11, \$3.93; No. 12 and 13, \$4; No. 14, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', discount 30 per cent.; other lengths 20c. per 100 lb. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 19, \$5.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$5.10; No. 19, \$5.80. All prices per 100 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

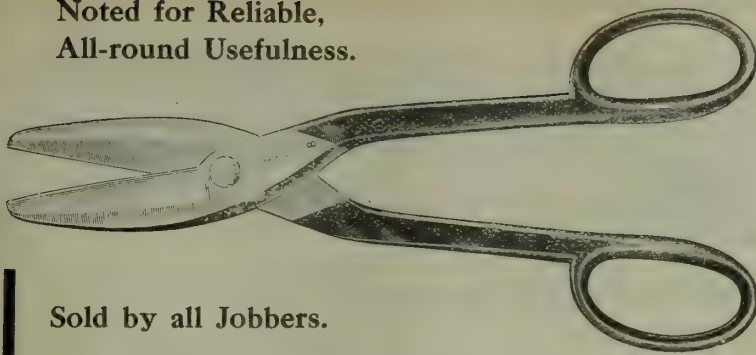
COILED WIRE WIRE.

High Carbon, No. 9, \$2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras in 100-lb. lots: No. 17, \$5 — No. 18 \$5.50 — No. 19, \$6 — No. 20, \$6.85 — No. 21 \$7 — No. 22, \$7.30 — No. 23, \$7.65 — No. 24, \$8 — No. 25, \$9 — No. 26, \$9.50 — No. 27 \$10 — No. 28, \$11 — No. 29, \$12 — No. 30, \$13 — No. 31, \$14 — No. 32, \$15 — No. 33, \$16 — No. 34, \$17. Extra net-tinned wire, Nos. 17-25 \$2 — Nos. 26-31, \$4 — Nos. 32-34, \$6. Coppered, 75c. — oiling, 10c. — in 25-lb. bundles, 15c. — in 10-lb. bundles, 25c. — in 1-lb. banks, 25c. — in ¼-lb. banks, 85c. — in ½-lb. banks, 50c. — packed in casks or cases, 15c. — bagging or papering, 10c.

Noted for Reliable,
All-round Usefulness.



Sold by all Jobbers.

R. Heinisch's Sons Co., Newark, N.J., U.S.A.

This cut shows the well-known Heinisch regular pattern that is so highly thought of by all tin workers. It will cut straight lines, curves, all irregular shapes, cornice work, small circles, etc., with equal facility. Forged steel handles and highly-tempered laid steel blades.

HAY WIRE IN COILS.		PARIS WHITE.		Island City Dreadnought Finish		"Crown" Black Powder, 35 p.c.; "Sover-	
\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.		In bbls		C.O. Co's. Permaite, interior		sign" Bulk Smokeless Powder, 35 p.c.;	
GALVANIZED WIRE.		PIGMENTS.		" Hercol, exterior		"Regal" Dense Smokeless Powder, 35 p.c.;	
From stock, f.o.b. Montreal - 100 lbs.		Orange Mineral, casks		" Reflex, floor		"Imperial" Shells, both Bulk and Dense	
Nos. 4 and 5, \$2.75; 6, 7, 8, \$2.70; 9, \$2.25;		100-lb. kegs.		" Japanite Dryer		Smokeless Powder, 35 p.c. Empty Shells 35	
10, \$2.75; 11, 2.80; 12, \$2.40; 13, \$2.50;		PREPARED PAINTS.		Stovepipe varnish, 1/2 pints, per gross		p.c. 90 days net.	
14, \$3.10. In car lots straight or mixed.		Per gallon in qt. tins		Pure white shellac varnish, in barrels		Ordinary drop shot, AAA to dust \$7.50 per	
POULTRY NETTING.		Sherwin-Williams paints		Pure orange " " "		100 lbs. Discount 25 per cent; cash discount,	
2-in. mesh, 19 w.g., 60 and 2 1/2 p.c. off. Other		Canada Paint Co.'s pure		No. 1 orange " " "		2 per cent, 30 days; net extras as follows	
sized, 60 and 5 p.c. off.		Globe house paint (Windsor)		WINDOW GLASS		subject to cash discount only; Chilled, 40 c.;	
Poultry netting staples, 55 per cent.		"New Era" house paint (Windsor)		Size United		buck and seal, 80c.; no. 23 ball, \$1.20, per 100	
SMOOTH STEEL WIRE		Benj. Moore Co.'s "Ark" B'd		Inches.		lbs. bags less than 25 lbs., 4c. per lb.; F.O.B.	
No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c.		Moore's pure linseed oil, H.O.		Under 26		Montreal, Toronto, Hamilton, London, St	
extra; No. 11 gauge, 12c. extra; No. 12 gauge,		Brandram-Henderson's "English"		26 to 40		John and Halifax, freight equalized.	
20c. extra; No. 13 gauge, 30c. extra; No. 14		Ramsay's paints, Pure		41 to 50			
gauge, 40c. extra; No. 15 gauge, 55c. extra;		Thistle		51 to 60			
No. 16 gauge, 70c. extra. Add 60c. for copper-		Martin-Senour 100 p.c. pure,		61 to 70			
ing and \$2 for tinning.		Senour's Floor Paints		71 to 80			
Extra net per 100 lb.—Oiled wire 10c.,		Jamieson's "Crown and Anchor"		81 to 90			
spring wire \$1.25, bright soft drawn 15c.,		Island City pure paints		91 to 95			
charcoal (extra quality) \$1.25, packed in casks		Sanderson Peary's, pure		96 to 100			
or cases 15c., bagging and papering 10c., 50		Robertson's pure paints		Toronto, 30 p.c. to 30 and 5 p.c.			
and 100-lb. bundles 10c., in 25-lb. bundles		PLASTER OF PARIS		Per barrel			
15c., in 5 and 10-lb. bundles 25c., in 1-lb		PINE TAR		Half-pint tins, per dozen			
hanks, 50c., in 1-lb. hanks 75c., in 1-lb.		PUTTY.		Standard.			
hanks \$1.		Bulk in casks		" 100-lb. drums			
WIRE CLOTH		Bladders in bbls		RED DRY LEAD.			
Painted Screen, in 100-ft. rolls, \$1.65 per		SHINGLE STAINS.		Genuine, 560 lb. casks, per cwt 4 75			
100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.		In 5-gallon buckets		Genuine, 100 lb. kegs.			
WIRE FENCING		TURPENTINE AND OIL.		No. 1, casks, per 100 lbs.			
Galvanized barb.		Prime white petroleum per gal		No. 1, kegs, per 100 lbs.			
Galvanized, plain twist.		Water white		SHINGLE STAINS.			
Car lots and less.		Cratt's astral		In 5-gallon buckets			
Dominion special field fencing, 33 1/2 p.c. small		Castor oil, per lb., in bbls.		TURPENTINE AND OIL.			
lots; extra 5 p.c.		Motor Gasoline single bbls.		Prime white petroleum per gal			
F.O.B. Montreal.		Benzine, per gal single bbls.		Water white			
WIRE ROPE		Turpentine, single barrels		Cratt's astral			
Galvanized, 1st grade, 6 strands, 24 wires, 3/8		Linseed Oil, raw		Castor oil, per lb., in bbls.			
\$5; 1 inch, \$16.80.		boiled		Motor Gasoline single bbls.			
Black, 1st grade, 6 strands, 19 wires, 3/8; \$5;		VARNISHES.		Benzine, per gal single bbls.			
inch, \$15.10. Per 100 feet f.o.b. Toronto.		Per gal. cans.		Turpentine, single barrels			
WROUGHT STAPLES		Carriage, No. 1		Linseed Oil, raw			
Galvanized		Pale durable body		boiled			
Plain		" hard rubbing		SHINGLE STAINS.			
		Finest elastic gear		In 5-gallon buckets			
		Elastic Oak		TURPENTINE AND OIL.			
		Furniture, polishing		Prime white petroleum per gal			
		Furniture, extra		Water white			
		No. 1		Cratt's astral			
		union		Castor oil, per lb., in bbls.			
		Light oil finish		Motor Gasoline single bbls.			
		Gold size Japan		Benzine, per gal single bbls.			
		Turps brown Japan		Turpentine, single barrels			
		No. 1 brown Japan		Linseed Oil, raw			
		Baking black Japan		boiled			
		No. 1 black Japan		VARNISHES.			
		Benzine black Japan		Per gal. cans.			
		Crystal Damar		Carriage, No. 1			
		No. 1		Pale durable body			
		Pure asphaltum		" hard rubbing			
		Oilcloth		Finest elastic gear			
		Lighting dryer		Elastic Oak			
		Elastilite varnish		Furniture, polishing			
		Granitine floor varnish		Furniture, extra			
		Maple Leaf coach enamels		No. 1			
		Sherwin-Williams' Royal varnish		union			
		Canada Paint Co.'s white enamel		Light oil finish			
		Canada Paint Co.'s sun varnish		Gold size Japan			
		"Kyanize" Interior Finish		Turps brown Japan			
		"Flint-Lac" coach		No. 1 brown Japan			
		B.H. Co.'s "Gold Medal" in cases		Baking black Japan			
		Jamieson's Copalene		No. 1 black Japan			
		Flatmate floor finish		Benzine black Japan			
		Elastics exterior finish		Crystal Damar			
				No. 1			
				Pure asphaltum			
				Oilcloth			
				Lighting dryer			
				Elastilite varnish			
				Granitine floor varnish			
				Maple Leaf coach enamels			
				Sherwin-Williams' Royal varnish			
				Canada Paint Co.'s white enamel			
				Canada Paint Co.'s sun varnish			
				"Kyanize" Interior Finish			
				"Flint-Lac" coach			
				B.H. Co.'s "Gold Medal" in cases			
				Jamieson's Copalene			
				Flatmate floor finish			
				Elastics exterior finish			

CONGO

"NEVER-LEAK" ROOFING
IT CARRIES A SURETY BOND GUARANTEE



Congo on Armour's Fertilizer Works, Beuna Vista, Va.

THIS means better protection than you think. It means that to guarantee Congo in this way we had to make it so good that it would meet all the exacting requirements of the National Surety Company. It was tested as to its durability, pliability and anti-rust and anti-rot qualities—all these had to be demonstrated beyond a question. After that, they issued the bond.

Every man who buys Congo is assured ten years of protection, and this is what he needs when buying a roofing. He doesn't buy for a week or a year, but for as long a time as possible.

Along the lines of making Congo as good as we can, we supply free in the centre of each roll, galvanized iron caps, which cannot rust. This also is exclusively a feat-

ure of Congo Roofing.

FREE SAMPLE

We would like to send you a sample of Congo and have you test it with other samples which you may have. We know Congo is the leader. Write to-day.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll.....	0 70
O. K. paper, No. 1, per roll.....	0 75
O. K. paper, No. 2, per roll.....	0 75
Plain Fibre, No. 1, per 400 ft. roll.....	0 45
Plain Fibre, No. 2, per 400 ft. roll.....	0 27
Tarred Fibre, No. 1, per 400 ft. roll.....	0 55
Tarred Fibre, No. 2, per 400 ft. roll.....	0 35
Tarred Fibre Cyclone, 25 lb., per roll.....	0 55
Dry Cyclone, 15 lb., per roll.....	0 45
Plain Surprise, per roll.....	0 40
Resin sized Fibre per roll.....	0 40
Asbestos building paper, per 100 lbs.....	4 00
Heavy straw, plain & tarred, per ton.....	37 50
Carpet Felt, per 10 lbs.....	2 50
Tarred wool roofing felt, per 100 lbs.....	1 80
Pitch, Boston or Sydney, per 100 lbs.....	0 70
Pitch, Scotch, per 100 lbs.....	0 65
Heavy Fibre, 32" & 60", per 100 lbs.....	3 00
2 Ply Ready Roofing, per square.....	0 70
2 Ply complete, per roll.....	1 15
3 Ply complete, per roll.....	1 35
Liquid Roofing Cement, bris., per gal.....	0 15
" tins.....	0 20
Crude Coal Tar, per barrel.....	3 50
Refined Coal Tar, tins, per doz.....	1 25
Refined Coal Tar, per barrel.....	4 50
Shingle varnish, per barrel.....	4 50
Oaps, per lb.....	0 08
Nails, per lb.....	0 05
Mop cotton, per lb.....	0 15

BINDER TWINE.

500 feet, sisal.....	0 07½
500 " standard.....	0 07½
550 " " manilla.....	0 07½
600 " " ".....	0 08½
650 " " ".....	0 09

Car lots, ½ c. less; 5-ton lots, ½ c. less Central delivery.

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c.	
Wrought Brass, 45 p.c. off revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin, 70 per cent.	
Crescent brands, 70 per cent.	

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl 1 60	1 70
White Bros. English.....	2 00
" Lafarge " cement in wood.....	3 40
Fire brick, Scotch, per 1,000.....	23 00
" English.....	17 00
" American, low.....	23 00
" high.....	27 50
Fire clay (Scotch), net ton.....	5 50

CHALK AND PENCILS

Carpenters Colored, per gross.....	0 65
" lead pencils, per grs.....	2 40

CHISELS.

Cold chisels, 5 x 8 in., doz.....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN

Proof coil, per 100 lb., ½ in., \$6.00; 5-16 in., \$4.85; ¾ in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 1-1/8 in., \$3.70; 1-1/4 in., \$3.65; 1-1/2 in., \$3.60; 1-3/4 in., \$3.45; 1 in., \$3.40.	
Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie out, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.	

CHURNS.

No. 0, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto Hamilton, London and St. Marys, 50 per cent; f.o.b. Ottawa, Kingston and Montreal, 47½ per cent.	
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CLAMPS

Malleable swivel head, 4 in.....	2 50
" adjustable, 4 in.....	7 60
Carpenters, 3 feet.....	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lengths.....	3 00
3 " " ".....	3 60
4 " " ".....	4 00
5 " " ".....	4 60
6 " " ".....	5 00

COTTER PINS

Cotter pins, 90 p.c. Montreal.

COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.	
Copper tea and coffee pots, 45 p.c.	
Copper pitta, 30 per cent.	
Foundry goods, hollow ware, 45 p.c.	

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	

DOOR SETS.

Canadian 45 and 10 per cent.	
Door pulls, 60 per cent.	

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand).....	1 80
Double sets, each.....	3 25
Unbreakable rail, 100 feet.....	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	

DRAW KNIVES.

Carpenters 6 1/2 ch, doz.....	5 25
Folding handles, 8 inch, doz.....	1 80

DRILLS.

Bit stock drills, 2-32 in., doz.....	0 67
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ESCUTCHEONS

Canadian, 45 and 10 per cent.	
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ESCUTCHEON PINS

Steel, discount 50 per cent.	
Brass, 55 per cent.	

RAVETROUGHS.

8 inch, in 10 foot lengths.....	2 75
10 " " ".....	3 00
12 " " ".....	3 50
15 " " ".....	5 10

Add extra 10c. per 100 on O.G. Round Bend Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railroad and cream cans and taps 45 p.c.	
Creamery trimmings, 75 and 12½ p.c.	

FAUCETS.

Common, cork-lined, 35 per cent.	
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FARRIER KNIVES

Buckworth, 50 p.c.	
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FILES AND RASPS.

Dieston's.....	70 and 10
Great Western, American.....	70 and 10
Kearney & Foot, Arcade.....	70 and 10
J. Barton Smith, Eagle.....	70 and 10
McClellan, Globe.....	70 and 10
Black Diamond.....	60 and 10
Nicholson.....	60 and 10
Jowett's (English list).....	27½

FORGES

Blacksmiths portable, 135 lbs.....	9 85
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GALVANIZED WARE

Dufferin pattern pails, 50 per cent.	
Flaring Pattern, 60 per cent.	
Galvanized washtubs, 45 per cent.	

HAMMERS.

Tack, iron, doz.....	0 35
Ladies claw, handled, doz.....	0 60
Adze eye nail hammer, 10 oz, doz.....	1 25
" hickory handle, 1 lb., doz.....	6 85
" straight claw, 1 lb., doz.....	7 00
Farmers hammers, 10 oz, doz.....	5 60
Tinners setting, 1 lb., doz.....	4 50
Machinists, 1 lb., doz.....	3 20

HARVEST TOOLS.

50 and 5 per cent.	
Sidewalk and stable scrapers, net	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	

HALTERS

Jute Rope, ½ inch.....per gross.....	9 00
" " " ".....	10 00
" " " ".....	10 00
Leather, 1-inch.....per doz.....	4 00
Leather, 1½ ".....	5 20
Web.....	2 45

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net.....	7 25
" " " ".....	7 00
" " " ".....	6 75
" " " ".....	6 50
" " " ".....	6 25

Light T and strap, discount 85 p.c.

Screw hook and hinge—under 12 in.....per 100 lb..... 4 50

over 12 in....."..... 3 50

Crate hinges and back flaps, 65 and 5 p.c.

Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$8.40; No. 50, \$17.58; No. 51, \$7.78; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	
Chicago hold back screen door, iron, gro. \$12.	
Chicago spring hinges, 15 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface floor (6,000), 45 p.c.	
Garden City fire house hinges, 12½ p.c.	
"Chief" floor hinge, 50 p.c.	

HOOES

Wrought iron hooks and staples—½ x 5.....per gross..... 2 25	
5-16 x 5....."..... 3 40	

Bright wire screw eyes, 60 p.c.

Bright steel gate hooks and staples, 40 p.c.

Iron screw hooks, 60 and 20 p.c.

Iron gate hooks and eyes 60 and 20 p.c.

Crescent hat and coat wire, 60 per cent

Stove pipe eyes, kitchen and square hooks, 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, \$2.80 per box base No. 9 and larger.

Capewell brand, quotations on application.

HORSESHOES.

M.R.M. & 'Bell' brands iron, light & medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern, No. 1 and smaller, \$4.00, No. 2 and larger, \$3.75; "X.L." new light steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special countersunk steel, No. 0 to 4, \$5.50 pkg; toe-weight, all sizes, \$6.00. F.o.b. Montreal and Belleville. Extras for packing.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c. per lb.

ICE CREAM FREEZERS.

White Mountain, 50 p.c.

KNIVES.

Hay knives, net list.

Claus, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.

London and Princess, 50 per cent.

Canada, Diamond, Premier, 50 and 10 p.c.

Pearl, Imperial, Crescent and granite steel, 80 and 10 per cent.

Premier steel ware, 40 per cent.

Star decorated steel and white, 25 per cent.

Hollow ware, tinned cast, 50 per cent. off.

Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Anbestos mats, 50 p.c.	
Can openers, per doz.....	0 40
Mincing knives per doz.....	0 50
Potato mashers, wire, per doz.....	0 60
" wood ".....	0 50
Vegetable slicers, per doz.....	2 25
Universal meat chopper, No. 1.....	1 15
Enterprise chopper, each.....	1 30
Spiders and fry pans, 32 and 5 p.c.	
Star Al chopper 5 to 32.....	1 35
" " " ".....	2 00
Kitchen knives, bright.....	0 60
Toasters, 50 p.c.	
Fire shovels, 60.	
Oil stoves and ovens, 50 and 10.	

LADDERS

3 to 6 feet, 12c. per foot; 7 to 10 ft., 13c. Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.	
No. 2 or 4 Plain Cold Blast.....per doz..... 6 75	
Lift Tubular and Hinge Plain....."..... 5 00	
Japanning, 50c. per dozen extra.	
Priam globes, per dozen, \$1.20	
Lamp wick, 50 per cent.	

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.10; 9 in. wheel, 3 knives, 12 in., \$5.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10½ in. wheel, 4 knives, 12 in., \$8.50; 10½ in. wheel, 4 knives, 12 in., ball bearing, \$10.00, 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in., \$5.10; doz., 4 knives, \$6.25; 9 in. wheel, 3 knives, 12 in. sizes, \$6.75; doz., 4 knives, \$7.25; 10½ in. wheel, 4 knives, 12 in. sizes, \$8.50; ball bearing, doz., \$10; doz., 5 knives, \$10.50; 50 per cent. f.o.b. factory.

LOCKS AND KEYS

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from.....	12 00
Axes, dozen, from.....	6 50
Axe handles, dozen, from.....	1 15
Cross cut saws, per foot.....	0 25
Axe wedges, dozen.....	0 25
Ball and heel calks.....	4 00

MALLETS.

Tinsmith's, 2½ x 5½ in., per doz.....	1 25
Carpenters' round hickory, 6 in., per doz.....	1 95
Lignum Vitae, round, 5 inch, per doz.....	2 40
Caulking, No. 8, oak, per doz.....	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste.....	6 00
Axoline brass cleaner, 100 in package.....	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, \$6 dozen	
Picks, 6 to 7 lb., 4.65 doz.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16½ cents per lb	
Drilling hammers, 6 cents per lb.	
Crowbars, 3½ cents per lb.	

MOPS AND IRONING BOARDS.

Mops, per doz.....	1 20
Folding ironing boards.....	16 25

NAILS

1-1½ inch.....	3
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Think What it Means to You!

CLAUSS GOODS have created a demand for themselves.

1. By the large and systematic consumer advertising throughout the North American Continent.
2. By the unconditional guarantee they give with every article of their manufacture. And remember the **CLAUSS SHEAR COMPANY** manufacture the most complete line of cutlery in the world. Write for catalogue and further details.

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto

Cut from Heel to Point
Perfectly Nickel-Plated.

Ordinary Bent Trimmers



PICNED WARE.		SCREEN DOORS AND WINDOWS		STAPLES		THERMOMETERS.	
Discount 40 per cent.		Common doors, 2 or 3 panel, walnut		Poultry netting, 100 lbs.		Tin case and dairy, 75 to 75 and 10 per cent	
10-oz. flaring and brockets, 40 per cent		stained, 4-in. style		Bed, 100 lbs., No. 14		TINNERS' SNIPS.	
5, 10 and 14-qt. flaring pails 40 per cent.		Common doors or 3 panel, grained		Blind, per lb		Discount 35 per cent.	
Copper bottom tea kettles and boilers, 40 p.c.		only, 4-in. style		Coopers' staples, 45 per cent.		TINNERS' TRIMMINGS	
Coal hods, 45 per cent.		Beaver window screens, 14x18, open 28½		Bright spear point, 75 per cent.		Discount, 45 per cent.	
Boiler and tea kettle pitted, 40 p.c.		inches		STABLE FITTINGS.		Plain and retinned, 75 and 12½.	
FLAMES.		Perfection window screens, 14x15, open		STOVE BOARDS		TRAPS (STEEL GAME)	
Wood bench, Canadian, 40, American, 25 p.c.		22½ inches		Lithographed, 60 and 10		Newhouse, 30 per cent.	
Wood, fancy, 30 to 35 per cent.		Model window screens, 14x22, open 36½		STOVEPIPES.		Hawley & Norton, 40, 10 and 5 per cent.	
Stanley planes, \$1.55 to \$3.60, net list prices.		SCALES.		Dennis Wire & Iron Co., 33½ p.c.		Victor, 60 and 5 per cent.	
PLIERS AND NIPPERS.		Gurney Standard, 35; Champion, 15 p.c.		STOVEPIPE ELBOWS		Oneida Jump (Star), 50, 10 and 5 per cent.	
Button's genuine, 37½ to 40 per cent.		Burrow, Stewart & Milne - Imperial		5 and 6 inch, common		TRAPS (RAT AND MOUSE)	
PUMPS.		Standard, 35; Weigh Beams, 35; Champion		7 inch		Out O' Sight Mouse Traps	
Berg's wing pump, 75 per cent.		Scale, 45.		Nestable, 45 per cent.		Easy Set Mouse	
SAWONS.		Fairbanks Standard, 30; Dominion		STOCKS AND DIES.		Blizzard Mouse Traps	
Baker's		Richelieu, 50.		No. 20 Beaver Die Stock		Hold-Fast (formerly Devil Mouse Traps)	
" King Outter		Warren new Standard, 35. Champion, 35		5 and 6 inch, per 100 lengths		Hold-Fast (formerly Devil)	
Henckels		Weigh Beams, 30.		7 inch		5-Hole Tin Chokers	
Claus automatic safety		SCYTHE SNATHS.		STONES—OIL AND SCYTHE.		WASHING MACHINES.	
Claus perfect stropper		Canadian, 40 per cent		Wash		New Ontario	
Gillette Safety, each		SCREWS		Hindostan		Round, re-acting per doz.	
Claus Razors and Straps, 50 per cent		Percent		" slip		Square	
Ever Ready Safety		Wood, F.H., bright and steel		" Axe		Jawsell	
ROPE AND TWINE.		" R.H., bright		" Deer Creek		New Century, Style A	
Steel rope		" R.H., brass		" Deerlick		Ideal Power	
Pure Manila rope		" F.H., brass		" Lily white		Daisy	
" British" Manila		" F.H., bronze		" Arkansas		Stephen	
Cotton, 3-16 inch and larger		" R.H., bronze		" Water-of-Ayr		Puritan Motor	
Russia Deep Sea		Drive screws		" Scythe		Connor, improved	
Jute		Set, case hardened		Grind, 40 to 200 lb., per ton		Ottawa	
Lath Yarn, single		Square cap		under 40 lb.		Connor Ball Bearing	
" double		Hexagon cap		900 lb. and over		Connor Gearless Motor Washer	
Steel bed cord, 48 feet		Bench, wood, per doz.		TACKS, BRADS, ETC.		20 per cent.	
" 70 feet		" iron, per doz.		Carpet tacks, blue, 80 and 10 p.c.; tinned,		WHEELBARROWS	
Cotton clothes line, 27½ off.		SCREWS (MACHINE)		85; (in kegs) 40; cut tacks, blue, in dozens		Navy, steel wheel, dozen	
Bag, Russian twine, per lb.		Flat head, iron and brass, 35 per cent.		only, 80 and 10; 4 weights, 60; Swedes cut		Garden, steel wheel, dozen	
Wrapping, cotton, 3-ply twine		Fillister head, iron, 35; brass, 25 per cent.		tacks, blue and tinned, bulk, 85 and 5, in		WHIFFLETREES	
" 4-ply twine		SCREW DRIVERS.		dozens, 75 and 10; Swedes, upholsterers,		Tubular steel whiffletrees, 28 in	
Mattress twine per lb.		Sargent's		bulk, 90; brush, blue and tinned, bulk, 70		" " 34 in	
Staging		North Bros., No. 30		and 10; Swedes, gimp, blue, tinned and jap-		" " 36 in	
REFRIGERATORS		16 80		anned, 82½; zinc tacks, 35; leather carpet		" neckyokes, 36 in	
Sanderson-Harold, 40 per cent.		SCISSORS AND SHEARS		tacks, 35; copper tacks, 45; copper nails, 50;		" doubletrees, 40 in	
Galvanized, 45 p.c.		Claus, nickel scissors and shears, 60; Japan		trunk nails, black, 65 and 10; trunk nails, tin-		" lumbermen, 44 in	
RIVETS AND BURS.		65; tallows, 46; pruning, 70.		ned and blue, 65 and 10; clout nails, blue		WOOD HANDLES	
Iron Rivets, black and tinned, 60, 10 and 10.		Seymour's, 50 and 10 per cent.		and tinned, 65 and 10; chair nails, 35 and 10;		Second growth ash fork, hoe, rake and	
Iron Burs, 60 and 10 and 10 p.c.		SHELF BRACKETS		patent brads, 40 and 10; fine finishing, 40 and		shovel handles, 45 p.c.	
Copper Rivets, usual proportion burs, 35 and		No 140 65 and 10 p.c.		10; lining tacks, in papers, net; lining tacks,		Extra ash fork, hoe, rake and shovel	
12½ per cent.		SKATES AND HOCKEY STICKS.		in bulk, 15; lining tacks, solid heads, in bulk,		handles, 45 p.c.	
Copper Burs only, 22½ p.c.		Starr skates, 37½ per cent.		75; saddle nails, in papers, 10; saddle nails,		No. 1 and 2 ash fork, hoe, rake and shovel	
Extras on Coppered rivets ½-lb. packages		Baker, hockey 30c. upwards: spring,		in bulk, 15; tuffing buttons, 22 line in dozens		handles, 50 p.c.	
10. per lb.; ½-lb. packages 20. lb.		Empire hockey sticks, \$3.00, \$3.50.		only, 60; zinc glaziers' points, 5; double		White ash whiffletrees and neckyokes,	
Tinned Rivets, net extra, 3c. per lb.		Micmac and Rex sticks, \$4.00, \$6.00.		pointed tacks, papers, 90 and 10; double		All other ash goods, 40 p.c.	
Coppered Rivets, net extra, 2½c. per lb.		Fucks net, \$1.50.		tacks, bulk, 55; clinch poi shoe		Carriage and express whiffletrees, 40 p.c.	
RIVET SETS.		SHOVELS AND SPADES.		rivets, 45 and 10; cheese box tacks,		Hickory, maple, oak carriage and express	
Canadian, 35 to 37½ per cent.		Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;		trunk tacks, 80 and 20; strawberry box tacks,		whiffletrees, 45 p.c.	
RULES.		No. 3 and 4 grade, 50 and 2½ p.c.		80 and 10.		WRENCHES	
Boxwood, No. 68, 2 foot, doz.		SQUARES.		TAPE LINES.		Agricultural, 67½ p.c.	
vary, No. 1282, 2 foot, each		Diston's 60 and 10 p.c.		Universal, ass akin, No. 714, 66 ft., doz.		WROUGHT IRON WASHERS.	
SAD IRONS.		Stanley Try Squares, size 7½, doz. net.		Lufkins, linen, No. 404, 66 ft., each		Canadian, 50 per cent	
Mrs. Potts, No. 55, polished		SNAPS.		steel, No. 264, 66 ft., each			
" No. 50, nickel-plated,		Harness, 25 per cent		Chesterman's linen, No. 1822, 66 ft. ea. 10			
" handles, japanned, per gross		SOLDERING IRONS		Metallic, No. 1821			
common, plain		Base, per lb., 28 cents.		Steel, No. 1840, 60 feet			
plated		STAMPED WARE.					
Asbestos, per set		Plain, 75 and 12½ per cent.					
SAND AND EMERY PAPER.		Retinned, 75 and 12½ per cent.					
Sand and emery paper, 35 per cent		SAP SPOUTS.					
SASH WEIGHTS		Bronzed iron with hooks					
Sectional, 1 lb. each, per 100 lb.		Eureka tinned steel, hooks					
Solid, 3 to 30 lbs.							
SASH COED.							
No. 2, per lb.							
SAWS.							
Atkins Hand and Crosscut, 25 per cent.							
Diston's Hand, 15 per cent.							
Simonds Hand, 15 per cent.							
SAW SETS.							
Canadian discount, 40 p.c.							

Hardware and Metal

CLASSIFIED LIST OF ADVERTISEMENTS

HARDWARE AND METAL

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.

National Hardware Co., Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.

Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.

McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.
Lion Metal Co., Montreal
Clare, Little & Co. Saskatoon, Sask

Metals.

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt
Frothingham & Workman, Ltd., Montreal
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Mining Drills

Wm. Jessop & Sons, Sheffield, Eng.

Mop Wringers.

White Mop Wringer Co., Fultonville, N.Y

Nails Wire

Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
Jas. Pender & Co., Ltd., St. John, N.B.
United States Steel Products Export Co., Montreal.

Users

Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.

Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Dennis Wire & Iron Co., London, Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks

Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps

J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.

Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Engl
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green

Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.

Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.

The Paris Plow Co., Paris, Ont

Portland Cement.

Thompson, B. & S. H. & Co., Montreal.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.

Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Reaper and Mower Supplies

Thos. Garfitt & Son

Registers

The Canadian Ferroteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
A. Welch & Son, Toronto.

Rivets

Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque

Roofing Supplies.

Brantford Roofing Co., Brantford.
Barber Asphalt Co., Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockery & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.

Rubber Stamps

Hamilton Stamp and Stencil Works, Hamilton

Rules and Gauges

Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.

Atkins, E. C., & Co., Indianapolis, Ind
Diaton, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.

Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.

Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.

Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J

Shaft Splice

Hercules Shaft Splice Co., Stratford, Ont

Shovels and Spades.

Frothingham & Workman, Montreal.

Signs

J. E. Richardson & Co., Toronto

Silverware.

McGlashan, Clarke Co., Niagara Falls.

Snaps

Covert Mfg. Co., Troy, N.Y

Sprayers

Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Stamped Metal Plates

Hamilton Stamp and Stencil Works, Hamilton

Steel—Cold Rolled Strip.

Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Steel Stamps

Hamilton Stamp and Stencil Works, Hamilton

Stencils

Hamilton Stamp and Stencil Works, Hamilton
McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces

Burrow, Stewart & Milne Co., Hamilton

W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.

Davidson, Thos., Mfg. Co., Montreal
Gurney-Foundry Co., Toronto.
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd, Brockville, Ont

Stove Repairs

Jones Bros., Toronto

Structural Steel.

The Hamilton Bridge Works Co, Ltd, Hamilton, Ont

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Boston and Lockport Block Co., East Boston, Mass.

Tacks.

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Canada Screw Co., Hamilton
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Jas. Chesterman & Co., Sheffield Eng.

1 in Plate.

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Toe Calks

Jas. Pender & Co., Ltd., St. John, N.B.

Tools—All Kinds.

Wm. Jessop & Sons, Sheffield, Eng.

Trade Checks

Hamilton Stamp and Stencil Works, Hamilton

Trucks.

Aylmer Pump & Scale Co., Aylmer, Ont
Geo D. Pearson & Co., Montreal

Ventilators.

Harris, J. W., Co., Montreal.
Geo D. Pearson & Co., Montreal

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J. H. Connor & Son., Ottawa, Ont.
Dowdell Mfg. Co., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

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Woodstock Wagon Co., Woodstock

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Oaoverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd, Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Wm Stairs Son & Morrow Co., Halifax

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J. N. Warminton, Montreal

Wire Goods

Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Canadian Sales and Mfg. Co.

Canada Wire Goods Mfg. Co., Hamilton

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WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN

ARCADE

KEARNEY and
FOOT

McCLELLAN



GLOBE

EAGLE

GREAT
WESTERN

J. B. SMITH

Dominion Works, Port Hope, Ont.

When ordering your Spring requirements in

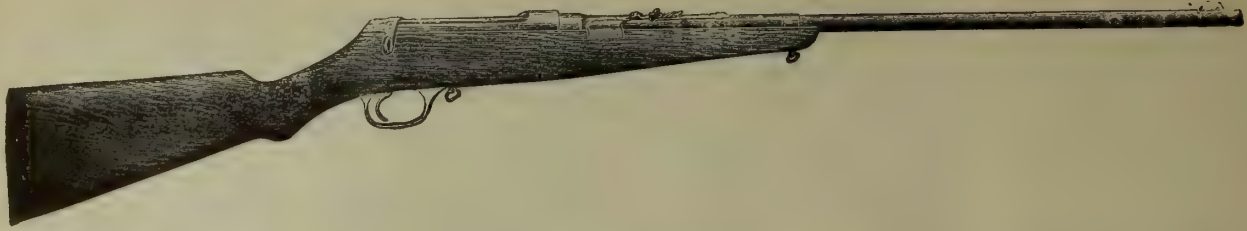
**WIRE NAILS and
OILED AND ANNEALED WIRE**

Specify for the products of

**THE LAIDLAW BALE-TIE CO., HAMILTON
ONTARIO**

Vancouver—George Laidlaw

Winnipeg—Harry F. Moulden



Full Points at 200, 500 and 600 Yards

Sergt.-Major Wallingford, at Hyth, at 200, 500 and 600 yards, succeeded in making a full score of 105 points at King's Ranges, using a Ross Rifle.

The man and the Rifle are to be complimented.

Dealers in fire-arms cannot afford to lose their share of the business being done in Ross Rifles, both Sporting and Military models. They are no longer experiments, but are absolutely in the front rank in all classes.

Get prices and discounts now.

ROSS RIFLE CO. - QUEBEC, P.Q.

It is to Your Advantage to Carry a Stock of Machine Screws



Ours is the largest and most complete in Canada and you get prompt delivery by ordering to-day from your jobber. We have had the trade for a third of a century and you can't afford to be without the recognized **Standard** goods. Special sizes made up promptly. All dealers "who know" specify our goods.

We also make: Wire—Bright, Coppered and Tinned, Wood Screws, Stove and Tire Bolts, Rivets in Iron, Copper and Brass, Fence Staples, Wire Nails, Tacks, Bright Wire Goods, etc.



Canada Screw Co., Limited

TORONTO

HAMILTON

MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY
HIGH GRADE.
TESTED &
PACKED



THE KERR ENGINE CO. LIMITED
VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

There's a strong demand

in your district for good Hay Fork Handles and your stocks cannot be improved if you are selling

STILL'S Hay Fork Handles

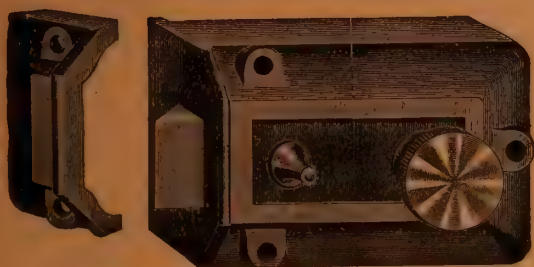
Made of the best Northern
White Ash

They are very nicely finished and waxed, and invariably prove a splendid selling line.

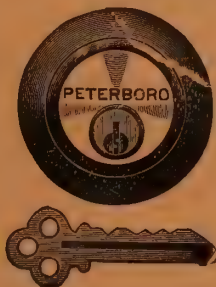
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J. H. STILL MFG. CO.
LIMITED
ST. THOMAS - ONTARIO

SAFE - WELL-FINISHED - RELIABLE



Cylinder Night Latch, No. 103



These are some of the features of our Rim and Mortise Locks and of our Inside, Front and Store Door Sets which commend them to every hardwareman. They are just the line to handle to influence the profitable Builders' Hardware Trade your way. Get our prices.

**The Peterborough Lock
Manufacturing Company, Ltd.**

Peterborough, Ontario



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868.

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Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve

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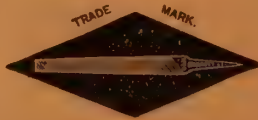
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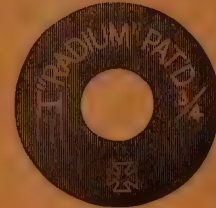
**International Expositions
Special Prize**

Gold Medal at Atlanta, 1895

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**Nothing to equal them
has ever been made**

**THE GUTTA PERCHA & RUBBER MFG. CO.
OF TORONTO, LIMITED**

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**We Can Quote Lowest
Prices for**

*LONDON WHITING—all qualities
BORAX and BORACIC ACID
EPSOM SALTS
CASTOR OIL
GENUINE RED LEAD
LITHARGE—flaked and ground
ORANGE MINERAL
ZINC OXIDES
LITHOPONE
NITRATE OF LEAD*

Kindly send your enquiries to

B. & S. H. THOMPSON & CO.

LIMITED

381-383 St. Paul Street
MONTREAL, P.Q.

DELTA



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CARVER FILE CO.
PHILADELPHIA, PA.

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FILES

**The Highest Grade File Made
The File You Will Eventually Buy**

**BE FILE Particular
AND USE**

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used ; Highest Grade of Skilled Labor Employed ; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

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HARDWARE AND METAL

Published Weekly by

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VOL. XXII.

PUBLICATION OFFICE: TORONTO, MAY 28, 1910

NO. 22

EMERSON'S

CARVERS
CASED GOODS
TABLE CUTLERY

TRADE MARKS
THE MURRAY
THE INDIAN
EL DORADO
CAMBRIDGE & CO.
ENGLAND
SHEFFIELD

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

GLOBE "Globe" GLOBE

BLACK SHEETS

Flat, smooth surface, which saves both work and paint, when painting for roofing.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

"Empress" Ball-Bearing Mower

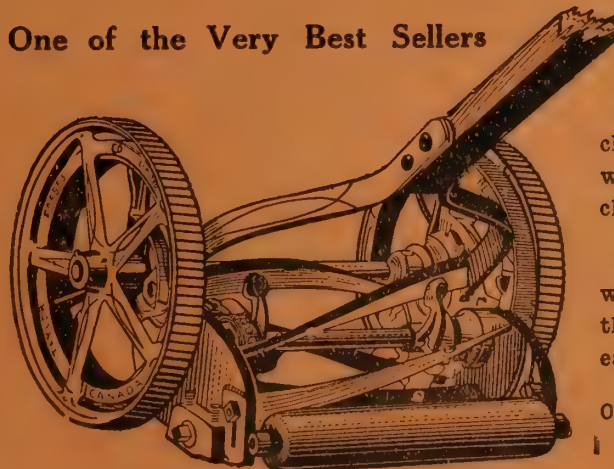
One of the Very Best Sellers

Open Cylinder

The workmanship and quality of materials used are the very best in every respect.

We guarantee every machine made, and we have a large assortment of styles to suit all requirements.

Many Other Exclusive Features.



10½ in. Wheels

All the wheels on our machines are three times the weight of any imported machine.

All our mowers are made with loose half boxes, so that they can be quickly and easily adjusted.

Our Catalogue Awaits Your Asking.

Taylor-Forbes Co., Limited

Largest Manufacturers of Lawn Mowers in Canada

HEAD OFFICE AND WORKS

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H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.

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HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.

CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

Monarch
MALLEABLE
The "Stay Satisfactory" Range

Monarch
MALLEABLE
The "Stay Satisfactory" Range

IMPORTANT

Announcement



**MONARCH
MALLEABLE
RANGES**

**Now sold in
Canada
direct to
dealers.**

In the seven years just past we have found that the old method of marketing through jobbers deprived the dealer of the assistance in retail sales that we are able to give him.

It did not provide a means to further develop his business, as well as our own.

For this reason we have arranged to distribute MONARCH Ranges direct to the dealers through our own representatives.

In this way we can give each customer that close intimate attention, so essential in developing his sales and protecting his profits.

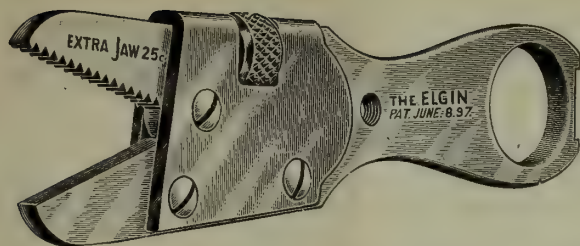
The wonderful success of MONARCH Ranges here in the States is directly the result of the assistance we give dealers in making sales to their customers.

We are now prepared to give this effective assistance to dealers in Canada. We can make prompt shipment from warehouse stock at Winnipeg to all points west.

Let us show you how you can increase your range business and get a better profit on each range sale. Write us at once for our No. 10 catalogue with prices, f.o.b. Winnipeg. We will include with the catalogue complete information concerning "Our Plan of Assistance." Address,

MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin

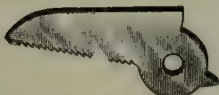


The Elgin Adjustable Wrench

IS POPULAR IN CANADA

There are EXTRA PARTS and ATTACHMENTS

NEW JAWS



Will renew the
Wrench
indefinitely.

Re-Threading Attachment



Interchangeable Dies



3-16, 1-4, 5-16,
3-8, 7-16, 1-2 in.
U.S. or
Canadian
Standard
Pump Rod Dies
3-8, 7-16, 1-2 in.

Your Order to

any of the following Wholesalers will help you:

WOOD, VALLANCE, Limited - Winnipeg, Man.
MILLER-MORSE & CO. - "
J. H. ASHDOWN HARDWARE CO. - "
MARSHALL WELLS CO. - "
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ROSS BROS. - Edmonton, Alta.
McLENNAN & McFEELY CO., - Vancouver, B.C.
WOOD, VALLANCE & LEGGAT - "
D. N. HOWDEN & CO. - London, Ont.

C. KLOEPFER - Guelph,
WOOD, VALLANCE & CO. - Hamilton Ont.
WILKINSON & KOMPASS - "
RICE LEWIS & SON - Toronto, Can.
CAVERHILL, LEARMONT & CO. - Montreal, Can.
FROTHINGHAM & WORKMAN - "
S. HAYWARD CO. - St. John, N.B.
W. H. THORN & CO. - "

WRITE US FOR BOOKLET

STAR MFG. CO., - - - Carpentersville, Ill, U.S.A.

There's a strong demand

in your district for good Hay Fork Handles
and your stocks cannot be improved if
you are selling

STILL'S Hay Fork Handles

Made of the best Northern
White Ash

They are very nicely finished and waxed,
and invariably prove a splendid selling line.

WRITE FOR DISCOUNTS

J. H. STILL MFG. CO.
LIMITED
ST. THOMAS - ONTARIO



And have sold successfully for
nearly a quarter of a Century.
They are well advertised from
season to season, are in demand
and satisfactory to dealer and user.

They are not an experiment, on
which you waste time and profits,
but perfect in every detail, placing them in the front line of standard
goods. They bring trade and help you keep it. ORDER NOW.



Here are Three
FREEZERS
THAT SELL



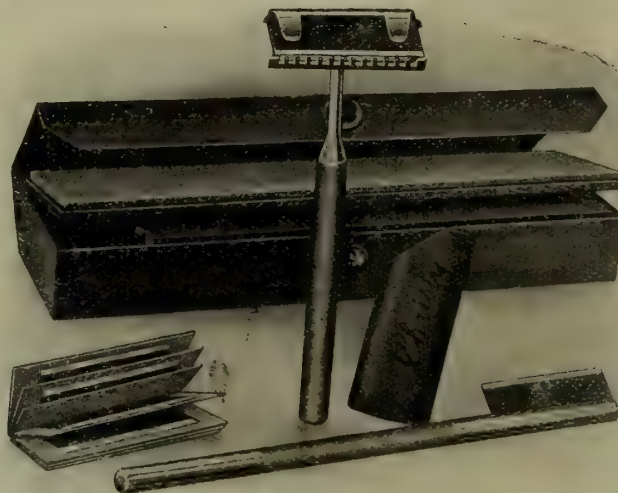
SOLD BY LEADING JOBBERS

NORTH BROS. MFG. CO. Philadelphia, Pa.

THE "CHRISTY" SAFETY RAZOR

British Manufacture Throughout

THERE IS
A
Good Margin
IN THIS
FOR
Hardwaremen
ASK FOR
Trade Discounts



Complete in Case,
WITH
Six Sheffield
Steel Blades,
Strop-Holder,
and Strop.

RETAIL PRICE :
\$1.50

The "CHRISTY" Outfit.

Manufactured by **Christy Safety Razor Co., Ltd.,** 147, Queen Victoria Street,
LONDON, ENGLAND.

REALLY!

In the March, 1910, number of "Carleton's State of Maine Sportsman's Journal" one of our competitors had a spread-eagle advertisement announcing that their rifles "*are the only self-operating rifles made in the popular .30-30 caliber.*"

There is not only another but there is a better .30-30 automatic than the one advertised as above. The new STANDARD .30-30 GAS OPERATED RIFLE was on the market months before that advertisement was written. And every rifle expert in the country knew it to be by far the best automatic rifle so far produced.

Do not believe everything you hear or read, Mr. Dealer. Remember that your customers are pretty sure to be posted, and you also ought to know the facts. We are distributing to every interested rifleman a free copy of our new booklet "Big Game Shooting." It contains the first comparison ever published of the three different self-functioning systems of automatic rifles. You should read it. It will convince you that there are good reasons why our competitors resort to mis-statements to sell their rifles.

Ask your jobber for free copies of "Big Game Shooting," or write to us.

The following Canadian jobbers carry a stock of "Standard" Rifles and can ship promptly:
Fredericton, N.B.—R. Chestnut & Sons. London—D. H. Howden & Co., Ltd. Montreal—L. H. Hebert; Lewis Bros., Ltd. St. John, N.B.—W. H. Thorn & Co., Ltd. Toronto—H. S. Howland, Sons & Co. Winnipeg—Miller-Morse Hardware Co.; Wood, Vallance & Co. and other Winnipeg Jobbers.

STANDARD ARMS COMPANY

119 F Street, WILMINGTON, DEL., U.S.A.

THE
RONSON
TRADE MARK



(Patented in U.S., Canada and Abroad ; Infringements Vigorously Prosecuted)

VEST POCKET WRENCH KIT

Maximum Tool Value in Minimum Weight and Space.

Weighing Half Pound, Measuring Six Inches Closed, Eight Inches Opened. This REVOLUTIONARY IDEA IN OPEN END WRENCHES Provides Nine Perfect Tools. It is made of Drawn Tempered Tool Steel, Finished, Polished and Beautifully Nickel Plated. It is strong enough to do anything, thin enough to go anywhere, an Ideal Tool for



**Automobilists, Motorcyclists
Motor Boat Owners and Every User of a
Nut Fastened Machine**

The Drop-Forged Centre Bolt has Squared Shank.
making turning impossible, once the Wrench is set !

FOR THE TRADE:

A Quick Seller: at Good Profit

and

Satisfaction to Customers.

Full Information on Request.

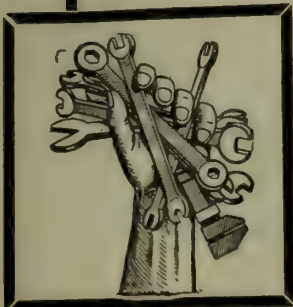
LEWIS BROS., LTD.

Montreal

OTTAWA

TORONTO

VANCOUVER



Do You Realize

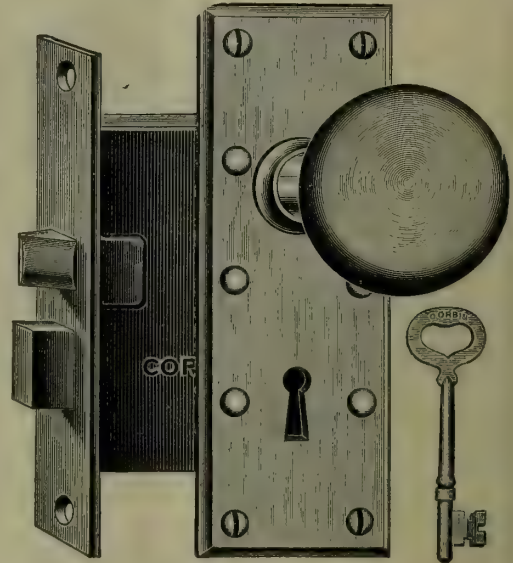
the amount of building that is going on in Canada at the present time and are you getting your share of this Business?

If not, get on the inside, as you are losing easy money.

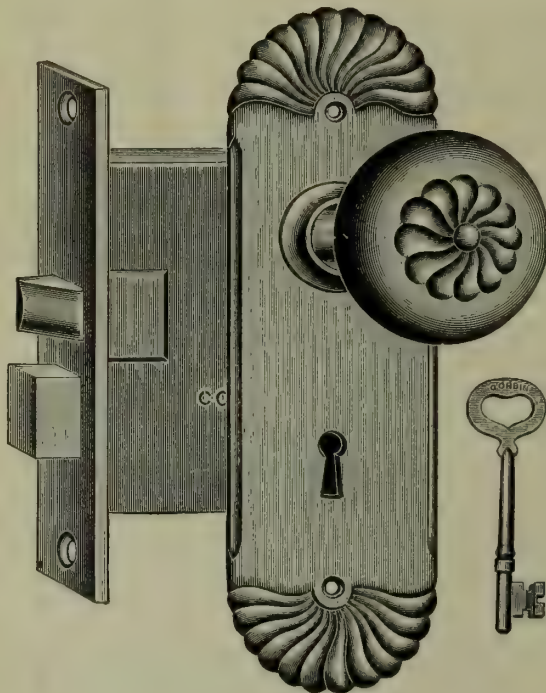
Do not let your competitor get all this Business.

A small outlay will enable you to make a good display and your stock is easily replenished.

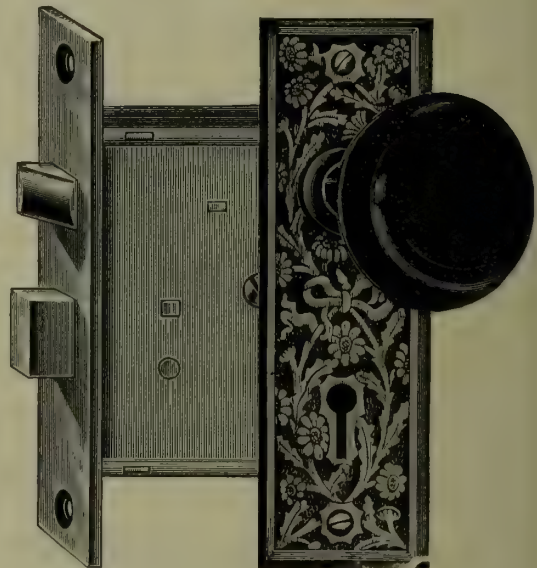
Write for our Prices on
Builders' Supplies.



Inside Door Set
No. 750-132



No. 707-124



No. M 2377

Builders' Supplies are fully described in our General Hardware Catalogue. Write for copy. We carry one of the largest stocks of this line in Canada.

We Ship Promptly.

Ask our Travellers about This Line.

We Ship Promptly.



FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal

: : : : :

Canada



RELIANCE PLATE

MADE IN THE

Community Silver Factory

TO MEET THE DEMAND FOR A
PLATED WARE AT A LOW COST.

GUARANTEED to give **PERFECT SATISFACTION**
18% Nickel Silver Base, Plated with Pure Silver
25% Heavier than Standard Plate.



KENWOOD DESIGN

Rich in Design, Clean Die Work

The best silverware to be had at the
price from any source.

Kenwood Design—Bright Finish

Wildwood Design—French Grey Finish

Either Design can be had in Coffee
Spoons, Tea Spoons, 5 O'clock Tea Spoons, Berry
Spoons, Dessert and Table Spoons, Sugar Shells,
Dessert and Medium Forks, Cold Meat Forks,
Cream, Gravy and Soup Ladles, Butter Knives,
Sugar Tongs and Pie Servers.



WILDWOOD DESIGN

Wholesale Distributors

Caverhill Searmont & Co

MONTREAL and WINNIPEG

The Invisible Castor Agents.

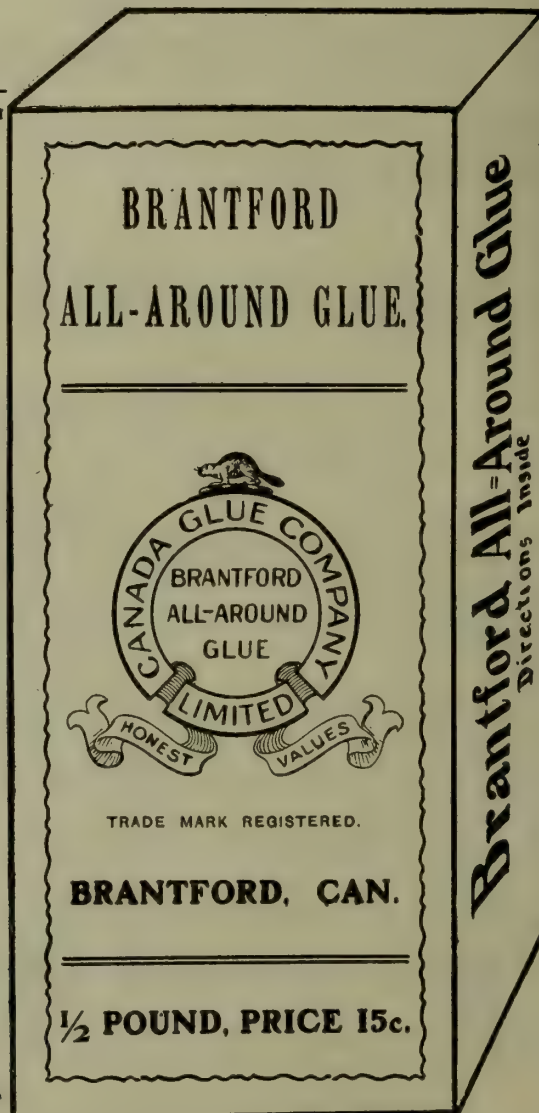
WE ASSUME THE RESPONSIBILITY of pleasing your customer by standing back of every package

BRANTFORD ALL-AROUND GLUE

(GRANULATED)

with guarantee of quality. The package idea has been successfully applied to "All-Around" Glue, which is, as its name implies, suitable for every purpose.

In sealed cartons, 1 lb. and $\frac{1}{2}$ lb., retailing at 25c. and 15c.



YOU
WILL
SELL

more glue if you are handling the best, and BRANTFORD ALL-AROUND GLUE is the best for the Cabinet-Maker, Carpenter, Painter, Book-Binder and Householder—in fact for all who want a GOOD GLUE. Made in Canada.

IF YOUR JOBBER CANNOT SUPPLY YOU—WE WILL.

CANADA GLUE CO., LIMITED

Montreal, 224 Lemoine St.

BRANTFORD, ONTARIO, CANADA

Toronto, 50 Front St. East

Manufacturers of Glue and Gelatine of all kinds and for all purposes.



SAMSON

Horse Shoe

Nails

are packed in 5 lb. cardboard packages and in 25 lb. boxes. We know these Nails are made from the very highest quality Swedish rods. Their general appearance and set is very satisfactory. They are—

POINTED and FINISHED

with all the care possible. In fact, every care is taken to get a nail that will do the work.

GOOD AS THE BEST MADE

Try this Line with your trade, for the most exacting should be pleased with SAMSON BRAND.

H. S. HOWLAND, SONS & CO., Limited

Wholesale Hardware, - TORONTO

We Ship Promptly.

GRAHAM NAILS ARE THE BEST.

Our Prices are Right.



CRESCENT
BRAND

BUTTS

**A GOOD LEADER
FOR THE
BUILDERS' HARDWARE
Department.**



(3 x 3 full size)

Builders to-day are asking for

Crescent Brand Butt Hinges

A satisfied customer is the best advertisement

CANADA STEEL GOODS CO., Limited

HAMILTON

Manufacturers

ONTARIO

Something New

The Crown Mop

Unconditionally guaranteed to give perfect satisfaction. Patent applied for.

It has the following array of good points over all others:

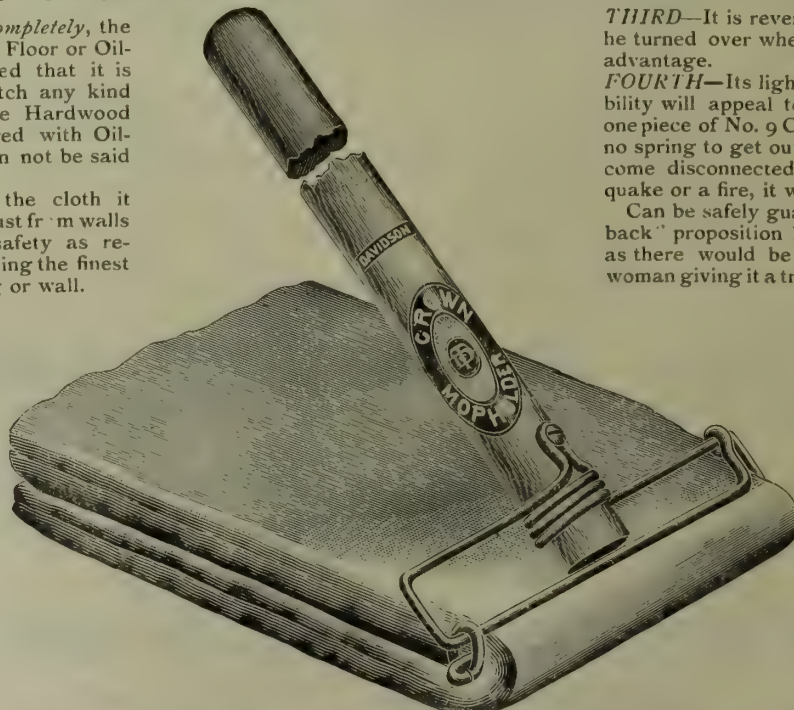
FIRST—It overcomes, *completely*, the danger of scratching the Floor or Oil-Cloth, it is so constructed that it is *impossible* to mar or scratch any kind of a floor, whether it be Hardwood Finish, Painted or covered with Oil-Cloth or Linoieum, this can not be said about any other mop.

SECOND—By changing the cloth it can be used to wipe the dust from walls or ceilings with perfect safety as regards scratching or marking the finest painted or papered ceiling or wall.

THIRD—It is reversible, that is, the mop can be turned over when using, without any disadvantage.

FOURTH—Its lightness, strength and durability will appeal to the user, being made of one piece of No. 9 Coppered Steel Wire, it has no spring to get out of order, no parts to become disconnected, and barring an earthquake or a fire, it will last a lifetime.

Can be safely guaranteed on "your money back" proposition by the retailer to the user, as there would be no possible chance of a woman giving it a trial and then parting with it.



*Ask our
travellers
about
them*

*and
try a
sample
dozen*

NET PRICE
\$1.25 per doz.
TO THE TRADE

Made by

NOTE—Price does
not include the
cloth.

THE THOS. DAVIDSON MFG. CO., Limited, Montreal and Winnipeg

SEVENTEEN YEARS IN SERVICE AND GOOD FOR LIFE



Here is an interesting letter we received recently from one of the well-known and most skillful carpenters in Progressive South Dakota :

HENRY DISSTON & SONS,
Philadelphia, Pa.

Dear Sirs :—

Received plunger for saw set and thank you for prompt shipment after my order.

Am sending a photo of myself and my Disston saw which has been used continually for seventeen years.

The saw is a Disston D. 8 and is one of the first I ever owned. The quality is of the best, as are all the saws of Disston make. This one has just the right temper and toughness to stand the hardest wear and use.

I am a lover of good tools and always buy the best there are.

Although the saw has been used constantly for 17 years, I am still using it every day and expect it to last as long as I wish to work at my trade.

Yours very truly,

FRANK WILSON, Hayti, S.D.

Many thousands of carpenters have had just such experiences as Mr. Wilson.

Many of them still have Disston saws in active use which were made 40—even 50—years ago, and were handed down to them by their forefathers.

More work goes into a Disston saw—more comes out of it.

HENRY DISSTON & SONS, (Incorporated)

Keystone Saw, Tool, Steel and File Works,

PHILADELPHIA, Pa.

Branches :—Chicago, Cincinnati, Boston, New Orleans, Memphis, San Francisco, Seattle, Portland, Spokane, Vancouver, Toronto

HARDWARE MEN

If you stock a
line of
Babbitt Metal
make your
next order read



HARRIS
HEAVY
PRESSURE
BEARING
METAL

Nothing to equal it on the market.
Sold by leading hardware houses all over the Dominion.

MANUFACTURED AND GUARANTEED BY

The Canada Metal Company, Limited - - Toronto

SHEFFIELD STEEL HAMMERS

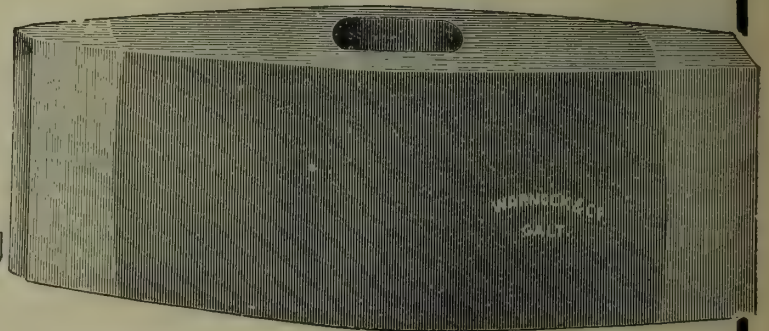
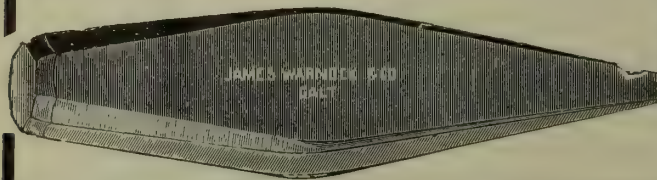
Guaranteed to stand
the hardest usage.

Our line of hammers is complete.
When selling these goods you are
selling absolute satisfaction with
every hammer.



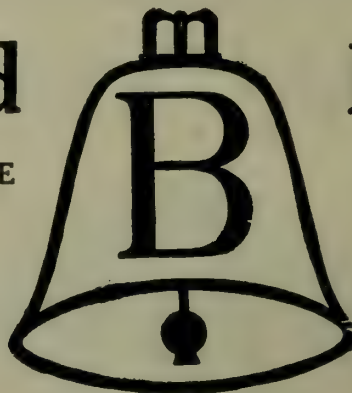
Allan Hills Edge Tool Co., Limited
GALT, - - - - - ONTARIO

Sold by all Jobbers.



Bell Brand

TRADE



REGISTERED

Horseshoes

MARK

Are you handling this well-known line? Bell Brand
Horseshoes are well established in public favor because of
their uniform high quality. Accurate Crease, Exact
Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	-	BELLEVILLE
Toronto Bolt and Forging Company, Limited	-	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited	-	GANANOQUE
Brantford Screw Company, Limited	-	BRANTFORD

Head Office

TORONTO, ONTARIO

HAMILTON JEWEL GAS RANGES

FOR MANUFACTURED OR NATURAL GAS



Gas Ranges with Coal Attachments

This Coal Stove can be attached to any of our Gas Ranges and will be found very convenient if the supply of gas is low, if extra heat is required in the kitchen, or for burning paper, etc. We supply legs of different lengths to suit any of our Gas Ranges.

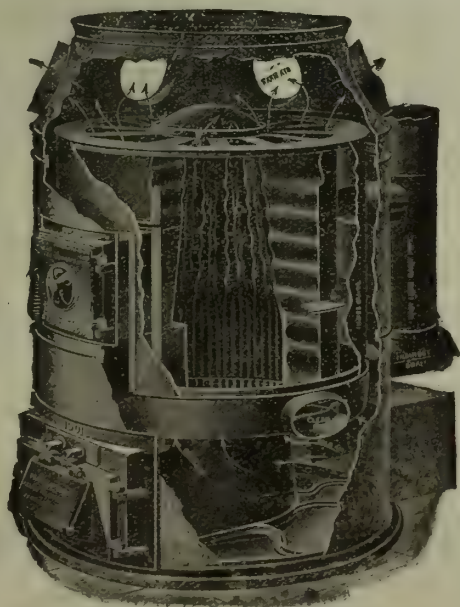
The coal attachment is a complete stove in itself with two 8-inch Cooking Holes, Duplex Grates, Pouch Feed, Damper and Large Ash Pan. Can also be fitted with Waterfront for Heating Boiler.

SIZE OF COAL BURNER :—Top $11\frac{1}{2}$ in. wide, $27\frac{1}{4}$ in. front to back ; Fire-box $7\frac{1}{4}$ in. wide, 17 in. long, 8 in. deep ; Ash Pan 6 in. wide, 18 in. long, 5 in. deep.

MANUFACTURED BY

THE BURROW, STEWART & MILNE COMPANY, LIMITED
Hamilton - Ontario

KELSEY Corrugated Warm Air GENERATOR



SECTIONAL VIEW OF A KELSEY

A Heat Maker.

A Fuel Saver.

For Home, Church, School, Etc.

Developing a Profitable Heating Business

You can't build up a stable, reliable business by installing heaters of inferior construction which seldom give satisfaction and on which you must be The Low Bidder to secure the contract.

THE KELSEY WARM AIR GENERATOR

WITH THE ZIG-ZAG HEAT TUBES

has enabled many a dealer who has been a believer in good warm air heating to build up and easily retain a profitable business.

There's no better road to success in the heating business than selling Kelseys. Kelsey heating represents the highest development in the art of fresh air heating.

The Dealers' Opportunity

You can convince any buyer that Kelsey Heating is the best heating, and if there is no Kelsey agent in your town, you cannot afford to pass by our exclusive Kelsey agency proposition.

Send for Booklet.

The James Smart Mfg. Co., Ltd.
Winnipeg, Man. Brockville, Ont.

It Makes The Papers Talk



And they tell the buying public the Merits of the Gurney-Oxford Lines, and they Tell Them WHERE they can be Secured

ARE YOU IN ON THIS ?

You are aware of the fact that we have under way the greatest advertising campaign ever waged in Canada. **You know** what that means—it means that Gurney-Oxford is becoming a household word—and their stoves a household necessity.

Here is where you get in. You know it takes a canal to join the Pacific and Atlantic at the Panama, and it has to take a canal to join the Gurney-Foundry Co. to the market. Are you going to be one of these outlets?—Are

you going to be a sharer in the terrific rush of goods flowing out to fill the tremendous demand created by this advertising?

It may be that you're not in it—but the other fellow is, so watch him a while and see where you get off at. By the time you're ready he has cleaned up the town and incidentally **your business.** So you be the other fellow and do the cleaning yourself.

A book containing our advertising proposition is ready for you—drop a card for our “Dealer’s Folder.”

The Gurney Foundry Company, Ltd., Toronto

Montreal

Hamilton

Winnipeg

Calgary

Vancouver



HUMIDITY

FROM A

PHYSICIAN'S STANDPOINT



The "GOOD CHEER" CIRCLE WATERPAN FURNACE

ALONE CONFORMS TO THE PHYSICIAN'S
STANDARD OF HUMIDITY REQUIREMENTS

Get posted on this important subject by reading our booklet on "Humidity and Humanity"—it's yours for the asking.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.
Western Branch:—156 Lombard Street, Winnipeg, Man.

DISTRIBUTING AGENCIES:—McLennan, McFeely & Co.,
Vancouver, B. C.

Wood, Vallance Hardware Co.,
Nelson, B.C.

Ross Bros., Limited
Edmonton, Alta.

Extract from address of Dr. William F. Colbert, before the Federal Furnace League at their meeting at Hotel Astor, New York, May 10, 1910. (*The American Artisan.*)

"It is desirable to add moisture to the air and to maintain a proper relative humidity in the house during the winter months. The indoor relative humidity, in the Eastern States, should be maintained between fifty and sixty per cent. From the standpoint of the physician, this would be very desirable, as it would produce a distinct decrease in the number of catarrhal conditions of the mucus membranes of the respiratory tract and thereby produce a decrease in all of the diseases of the respiratory tract; for it is difficult for pathogenic organisms to effect an entrance through a healthy mucus membrane.

"If a proper relative humidity is to be maintained in a building, it is necessary, during the winter months, to add moisture to the air in the building whenever a system of heating is operated. Assuming an ordinary winter day, with a temperature of thirty degrees Fahr., and a relative humidity of sixty per cent. the relative humidity of the indoor air at a temperature of seventy degrees Fahr. would be less than thirteen per cent. With the outdoor temperature at zero Fahr., the indoor relative humidity would be less than four per cent. dryer than the Desert of Sahara. As a matter of fact the percentages of relative humidity in actual practice are higher than those mentioned, because the exceedingly dry air extracts moisture from the woodwork, and the furnishings of the room, from lavatories and sinks, from cooking, from green plants and from the bodies of the occupants of the room; but the percentages of indoor relative humidity never approach the normal percentage of humidity of the outdoor air, and are entirely too low for the maintenance of good health.

"It is true that the percentages of relative humidity are higher in houses heated by a Direct System of Heating, but the increases are due to accumulated bodily refuse and are only indices of the impurity of the air. The higher the relative humidity, with a Direct System of Heating, the more foul the air. For myself, I prefer to be excused from breathing air with a high relative humidity when the humidity is derived from the bodies of the occupants of a room.

"As it is impossible to properly humidify the air in connection with a Direct System of Heating, we have here an additional argument in favor of the Indirect Systems of Heating.

"From these facts, as laid before you, I have been able to reach but one conclusion, that is, that the only hygienic methods of heating the home, are the Indirect Systems, with provision for the maintenance of an indoor relative humidity but slightly lower than the outdoor relative humidity, and, in well built, air-tight houses, a formal system of ventilation."



The Moorish Sidewall Register

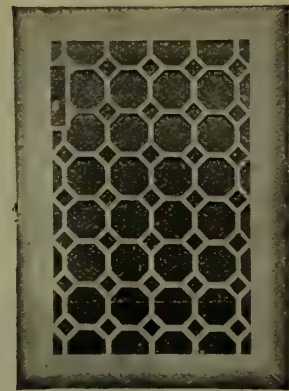
The Bull's Eye of Perfection

REGISTERS, FACES, BORDERS

"Made in Canada" Our new plant
is in full working order making
all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company
Bridgeburg Ontario



The New Convex Reversible Wafer



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

The HART & COOLEY CO.

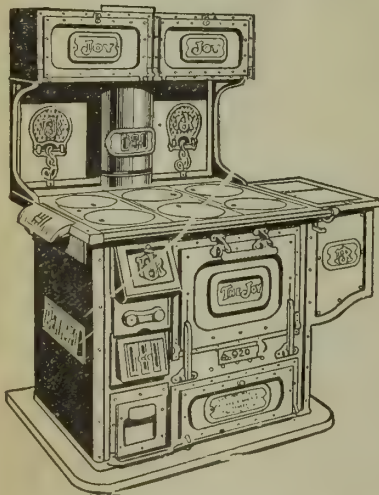
Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary



THE JOY MALLEABLE



Is the most perfectly constructed
malleable range on the market.

You'll say so yourself when you have examined it and compared it
with other malleable ranges. It is warranted not to warp, crack
or break. We are ready to ship promptly these sizes:

- No. 8, 18, Square and High Closet
- No. 8, 18, Reservoir and High Closet
- No. 9, 26, Square and High Closet
- No. 9, 26, Reservoir and Closet

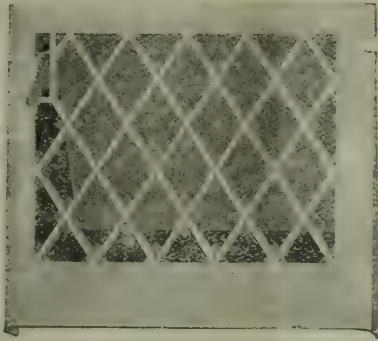
Stocks carried in Toronto, Winnipeg and Vancouver.

The CANADIAN HEATING & VENTILATING CO.

Owen Sound, Ontario

LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
M. C. Drew & Son, Vancouver, B.C.



"T & B IMPERIAL" BASE-BOARD REGISTER

COMPARISON

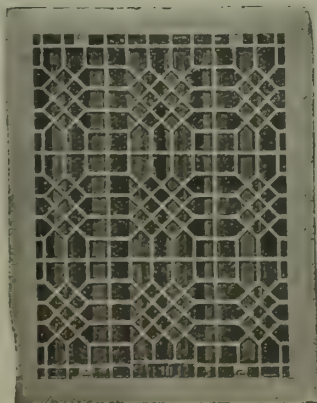
Your own safe test, is invited, because we know that a comparison of

"T and B" **Registers,** **Ventilators** **and Grilles**

with those of any other make only serves to emphasize their many points of excellence. Send for illustrated catalogue.

Tuttle & Bailey Mfg. Co.
of Canada, Limited

BRIDGEBURG, - - - ONTARIO



SEMI-STEEL REGISTER



You should have
a catalogue
showing the hun-
dreds of handsome
designs of

"METALLIC" Ceilings and Walls

It means Dollars and Cents to You

Tell your fellow-merchants of the money-saving, sanitary and durable features of "Metallic." It reduces the insurance, cuts out the ordinary plaster ceiling repair-bills, and adds greatly to the appearance of a store. "Metallic" lends readily to any style of decoration desired, and, furthermore, lasts a lifetime. The first cost is all the cost there is to "Metallic" Ceilings and Walls.

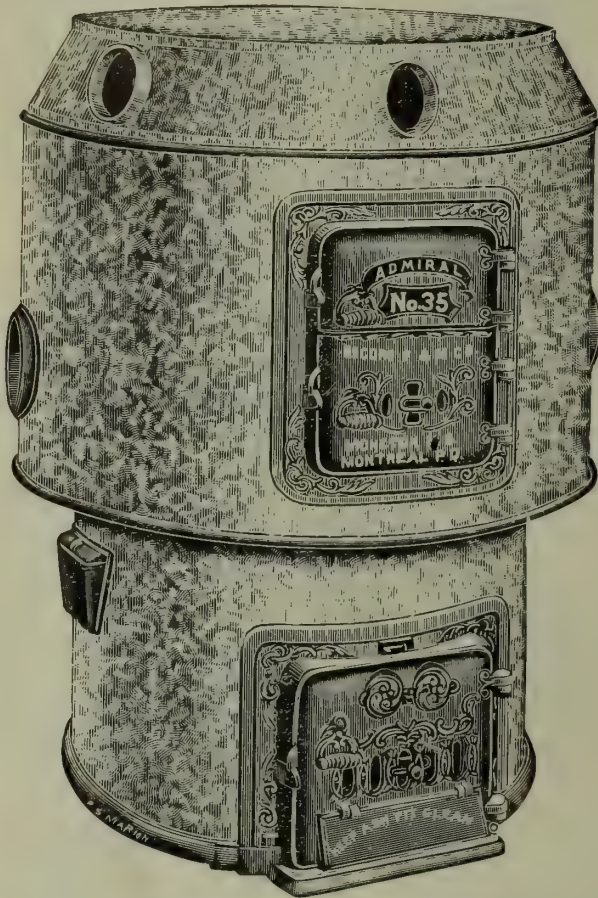
If you haven't a Ceiling and Wall illustrated catalogue, write for one to-day. Send us the names of your prospects. We will assist you by mailing them full information and illustrated booklet—"Interior Decoration in Metal." Send measurements of store for complete estimate of cost.

Manufacturers of "Eastlake" Metallic Shingles—Metallic Sidings—Cornices—Lath—Skylights—Ventilators—Finials—Conductor Pipe—Eavetrough—Fire-proof Windows and Doors, etc.

2046

The **Metallic Roofing Co.**
Limited
TORONTO & WINNIPEG

The Admiral Furnace Makes Friends For You and For Us.



YEARS and YEARS of striving towards perfection have brought forth the ADMIRAL FURNACE of to-day. It is light, full of radiation, easy to handle, fits any basement and consumes so little fuel. Any fuel, wood or coal may be used and the profits are always good for the DEALER. THAT MEANS YOU. SATISFIED customers are the asset the ADMIRAL CREATES. One buyer tells another and the trade must grow. They look well in your warehouse and when once seen they sell right away. THE price is reasonable too. Let us give you our selling plans for this season. THEY ARE NOT QUITE THE SAME AS ANY OTHER.

Our Business Has Increased 50 Per Cent. This Year.

There's a Reason. Why Not Share the Profits ?

The Record Foundry & Machine Co., Limited

MONTREAL AND MONCTON, N.B.

Sales Agencies for Winnipeg, Calgary, Toronto, Vancouver and St. John's, Nfd.

THE RETAILERS class the houses which advertise in their trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

**ORNAMENTAL
IRON WORK**

**WIRE CLOTH AND
WIRE GOODS**



There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish. **Inquiries Solicited.**

CANADA WIRE GOODS MFG. CO.
HAMILTON

PATTERN LETTERS

IF YOU USE THEM

Send for our New List No. 3.

STENCILS

IF YOU USE THEM

Send to us and get Artistic Work.

STEEL STAMPS

Steel Letters and Figures

NAME PLATES

SEND TO THE

Hamilton Stamp and Stencil Works
LIMITED

Hamilton and Toronto

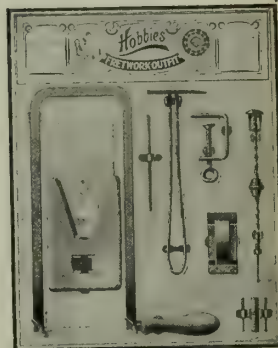
Hobbies

TRADE MARK.

Fretwork Designs & Outfits
Are You Selling These?

They are asked for all over the world.

SEND FOR CATALOGUE AND
TRADE TERMS NEXT MAIL.

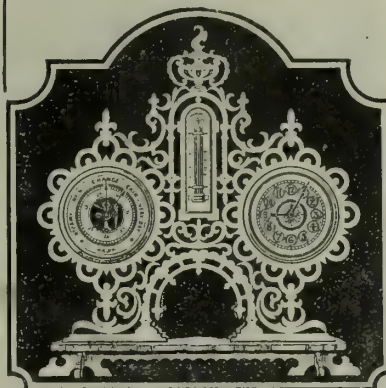


OUR NAME IS YOUR
SALESMAN.

Hobbies, Ltd.

Manufacturers

Dereham, - - Eng.



ARE YOU AFTER The Oil-Stove Business?

Now is the season—a little later and it will be gone.

The "Florence - Automatic" will more than satisfy you and your customers.

Hadn't you better sit down right now and order two or three?

Just place them in your window. Watch them go!

No. 2 high—Two powerful burners. And remember NOW is the season.

Oil reservoir holds one gallon.

Height, 30 in.; top, 16x25½ in.; weight, crated, 66 lbs.

McCLARY'S

LONDON
MONTREAL

TORONTO
WINNIPEG

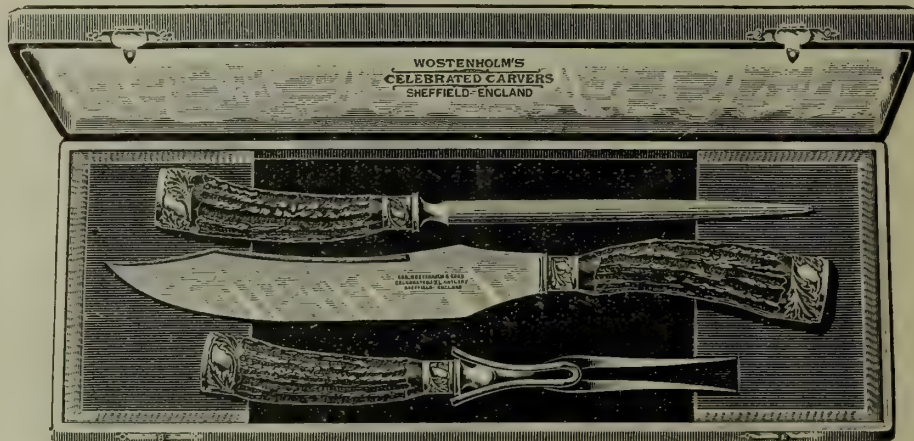
VANCOUVER
HAMILTON

ST. JOHN, N.B.
CALGARY

WOSTENHOLM'S FINE SHEFFIELD CUTLERY

I-XL CARVERS IN CASES

No. 3478A.



Best Double Shear Hand-forged Blades

Selected Stag Handles

Heavily Plated Cap and Ferrule

INSIST ON GETTING I-XL GOODS FROM YOUR JOBBER

A. MACFARLANE & CO., MONTREAL, Canadian Representatives.



A Good Line to Carry

We know a number of dealers who have found it profitable to take hold of **Preston Metal Sidings** and push them energetically.

We believe a great many others would do the same if they realized the large market there is for this class of goods.

Metal Sidings

are used for all kinds of buildings—stores, houses, barns, etc. Neither wind nor dampness can penetrate a building protected by **Preston Metal Siding**. Buildings covered with this material are warmer, more easily heated, and drier than brick or stone. Fireproof and practically lightning proof, **Preston Metal Siding** reduces fire insurance. We have a large range of patterns that rival stone and brick in appearance and durability, yet cost only about one-third as much. We have more information to give you. Just write for it. Remember, there is a good margin of profit in handling these goods—and **Preston Metal Siding** is easy to sell.

Metal Shingle and Siding Co., Limited, Preston, Ont.

Branch Office and Factory, Montreal, P.Q.

Our goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Elare & Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.



**Pilkington's
'ARCTIC'
GLASS**

A NEW design of figured rolled Glass that looks like a sheet of Crystal Ice. Its pleasing irregularity of pattern and rich appearance make it most attractive for Office, Showroom and Domestic glazing, or wherever privacy and the utmost light is required. It is easily cleaned. Made WHITE and TINTED in large sheets. Stocked at all our Canadian depots.

Samples and Prices on application.

PILKINGTON Bros. Ltd.
MONTREAL, TORONTO, WINNIPEG
and VANCOUVER, B.C.
Works:—ST. HELENS, ENGLAND.

R.D. 1909

Why Buy the "Near Quality" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK
IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.



The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

Here you are, Gentlemen

ATKINS Sterling SAWS

The Finest Manufacturers' Brand

Made for the best mechanics who are willing to pay a fair price for the best tools.



We Help You to Sell

Send your order to your jobber. If he won't supply you, then write to us.

E. C. Atkins & Co., Inc.
Makers of Sterling Saws
Hamilton Ontario

COPPER

Sheets and Bars

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. The "Zephyr" cannot be excelled for ventilating the rooms of Clubs, Steam Laundries, etc. The "Zephyr" makes high chimneys unnecessary.

EDWARD MAY

Montreal, Jan. 21st, 1909

J. W. HARRIS Mfg Co., Ltd.,

Montreal.

Gentlemen:—

Your favor of 11th inst. received, and am pleased to report that "ZEPHYR" Ventilator which you installed on my property two years ago has done good service and is working well.

Yours truly,

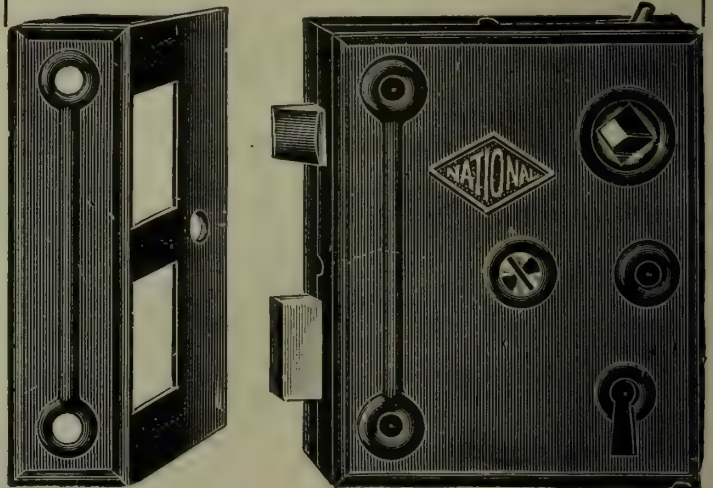
EDWARD MAY.

434 Elm Ave.



Made by
The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal

When stocking up with



STEEL RIM LOCKS

insist on having the

National Brand

No others are quite as good.

Made in Canada

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

Galvanized Sheets

guaranteed to double seam

GILBERTSON'S

COMET

BRAND

NONE BETTER. Get the price from our jobber.
Accept NO SUBSTITUTE

Makers, W. GILBERTSON & CO., LTD.,
Pontardawe, South Wales

Agent

ALEXANDER GIBB,
13 St. John St. MONTREAL

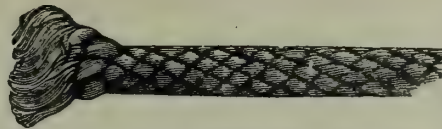
SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.
FITCHBURG, - MASS.

Branches throughout the United States and Canada.



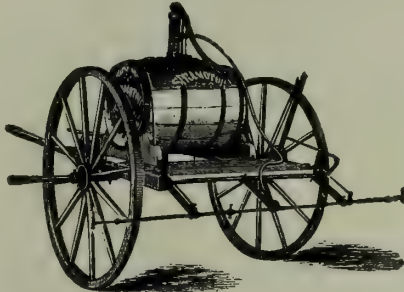
Buy the Best.

HERCULES

Sash Cord

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.



The HAND SPRAMOTOR No. 1 or No. 2 has 4 to 8 nozzles, all-brass sprayer. The wheels and nozzles are adjustable from 26 inches to 36 inches. Vertical adjustment from rack 16 inches. Automatic vertical nozzle adjustment brass spramotor. Ball valves, automatic compensating plunger. Mechanical agitator.

It is mounted on a cart with strong, hardwood frame. Has 52-inch wooden wheels with iron hubs and steel axles. For one horse.

Can be used for orchard, vineyard, mustard and potatoes, or for painting and whitewashing. Sold without cart as well. Guaranteed.

WRITE FOR FREE TREATISE ON CROP DISEASES. AGENTS WANTED.

R. D. HEARD, 1382 King St., London



SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK



Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIERUSCH & HILGER, LIMITED, NEW YORK Agents

Latest catalog will be sent in exchange for your business card.



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BARNWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba

The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters



MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

OLIPPERS.

PRIEST'S CLIPPERS

THAT'S SUFFICIENT.
 SEND FOR CATALOGUE TO
 American Shearer Mfg. Co., Nashua, N.H., U.S.A.
 Webush & Hilger, Limited, special New York
 Representatives. 106-110 Lafayette Street

EMERY WHEELS.


Canadian Hart Wheels
 442 Barton St. East, Hamilton
 Corundum and Emery Wheels
 Grinding Machines, Beaver
 Oil Stones.


FILTERS.

Anti-Splash Tap Filters
 The "Galvo" Filter and Water Steriliser
 "Perfection" Fire Extinguishers
 There's good money in them for hardware dealers.
 Write for Prices.
The Anti-Splash Filter Co.
 OWEN SOUND - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
 Will close a door silently against any pressure of wind
 Has many working advantages over the ordinary spring
 and has twice the wear. In use throughout Great Britain
 and the colonies. Gives perfect satisfaction. See only
W. NEWMAN & SONS
 Hospital St. - Birmingham

GLASS CUTTERS.


Barrett's Standard Glass Cutters
 in 22 different styles.
 Order from your jobber or write direct.
W. L. Barrett, Mfr., Bristol, Conn.

METAL PRODUCTS.

Established 1880
NEITHER FICTITIOUS NOR EXORBITANT
 ORDER AND USE
LANGWELL'S BABBITT
GEORGE LANGWELL & SON, Makers, MONTREAL

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS
 The Gourack Ropework Export Co., Limited
 (of Scotland)
 Montreal. 28-30 St. Peter St.
 Winnipeg; 132-134 Portage Ave., East

MALLEABLE IRON.

Malleable Iron Castings
 Carriage and Agricultural Castings,
 Axle Nuts, etc., etc.
 Manufactured by
P. KYLE, Merrickville, Ontario
 Catalogue furnished on application

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.

WESTERN DISTRIBUTORS
 Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
 OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
 18 St. John Street, Montreal
 Representing Canadian, British and American
 Manufacturers. Correspondence invited from
 firms wishing to be represented.

THOS. SONNE, SR.

Manufacturer of
 Awnings, Tents, Sails, and Flags of all Nations, Waggon
 Covers, Horse Covers, Inside Spring Roller Shades,
 Coal Bags, all kinds of Tents on Hire, Tarpaulins and
 Oil-Skin Clothing, Hoist Ropes fitted up at shortest
 notice.
 193 Commissioners Street
 Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

J. M. KAINS & CO.

MANUFACTURERS' AGENT
 83 Pender Street W., VANCOUVER, B.C.
 Open to represent a first-class Hardware
 Specialty. Highest References.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO.,
 Manufacturers' Agents
 Building Supplies and Building Hardware
 831 Powell St. VANCOUVER, B.C.
 Correspondence Solicited. Highest References

We have competent Salesmen.
 Best Facilities for Distributing and Storing
M. B. ANTHONY & CO.
 MANUFACTURERS' AGENTS
 503 Mercantile Bldg. VANCOUVER, B.C.
 Correspondence solicited.

THOMPSON & GUNN
 333 Gore Avenue, VANCOUVER, B.C.
 Famous "RELIANCE" Hot Water BOILERS
 and "IDEAL" Hot Air FURNACES
 MODERN "ALASKA" STEEL RANGES
 Cooking and Heating Stoves
 WRITE FOR PRICES

P. R. CUMMING
 Manufacturers' Agent
 Hardware, Hardware Specialties
 Housefurnishings Woodenware, Etc.
 Car Shipments a Specialty
 Correspondence Solicited
 347 Pender St. W. - VANCOUVER, B.C.

NAILS.

James Pender & Co.
 LIMITED
 ST. JOHN, N.B.

Manufacturers of

Coated Wire Box Nails, "ACME"
 Galvanized Wire Nails, also
 "STANDARD" Toe Calks—Blunt
 and Sharp—Horse Nails, etc.

BEST IN CANADA.

When writing advertisers kindly mention having seen the advertisement in this paper.

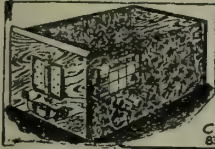
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

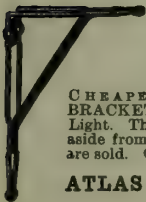
SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the
**BENNETT STEEL
HARDWARE SHELF BOX**
Saves 20% Shelf Room
over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
85 Richmond St. W. Toronto

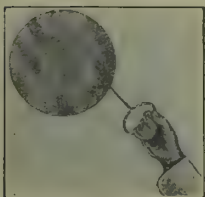
EMERY WHEELS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN



Hardwaremen, sell you these Factory asets of our patent Steel-tinned followers, they take the place of the dirty wooden followers. Ours are more sanitary, will not warp and will wear out a dozen of the wooden kind.

JAMES & REID
Sole Owners & Manufacturers
Perth, Ontario

SNAPS.

"QUEEN" LOOP SNAP

Strong



Durable

No. 900—Another addition to our line.

COVERT MFG. CO., TROY, N. Y., U. S. A.

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.

Our New Phone No. Main 7930

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruit & vegetables, disinfectants.

SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. TORONTO.

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



AN ARMSTRONG BORING TOOL is always ready for use. Should be on every lathe. Saves all forging 70 % Grinding; 90 % tool steel. Write for Catalog.

**ARMSTRONG
BROS. TOOL CO.**
66 N. Francisco
Ave.
CHICAGO, U. S. A.



Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.

VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO.

Office: 250 Lemoine Street
MONTREAL

William Bayliss

Limited
BIRMINGHAM, ENGLAND

Solid Drawn Brass Cased Tube
Stair Rods and Brass Cased Rodding

Seamless Steel Tube
(Round, Square and Flat)
Brazed Iron Tubes
(Round and Square)
Square Brass Tubes
and **Brass Mouldings**

For
**Bedstead
Trade**

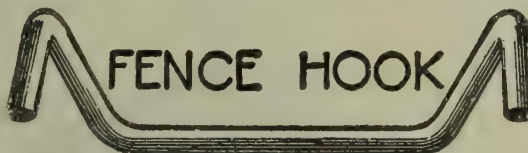
Agent for Canada:

ALEXANDER GIBB

13 St. John St. MONTREAL

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Speedway, also Victoria St.,

TORONTO



Brass Binnacles,
Signal Apparatus,
etc., etc.

Marine Brass Work and Plumbing Goods



Brass Railing Work,
Brass Ladders to
order, etc.



Pump Water Closet Pl. S. 44, with Round Flushing
Rim Bowl. Can be placed above or
below water line.



Brass Bilge Pump, double acting
with 1 1/2 or 1 3/4 brass cylinder.



Folding Lavatory, plate S. 186, nickel-plated
copper lining, soap cup and combination
pump with swivel faucet.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

When Ordering Woven Field Fence You Instinctively Think

OF



"Dominion

Special"

"The Landmark of the Future"

OUR SHIPPING DEPARTMENT is now working "full blast," and we are centralizing our efforts upon shipments, in order that they may be as prompt as possible. This applies to all "DOMINION" Products.

WE SOLICIT YOUR ORDERS for other "Dominion" Products,
a few of which are:—

WOOD SCREWS, COTTER-PINS, GALVANIZED TELEGRAPH WIRE, BARREL HOOPS, BRIGHT WIRE GOODS—"Crescent" Hat and Coat Hooks, Screw Hooks and Eyes, Gate Hooks and Eyes, Square Hooks, Wire Door Pulls, Etc., Etc.

"Dominion" Make is the Best Make.

Dominion Wire Manufacturing Co., Ltd.

MONTREAL

Established 1880.

TORONTO

Why you should push Genasco

There's nothing you sell that has a better chance of good returns than

Genasco Ready Roofing

To begin with, Genasco has the quality. That makes it easy to "talk it up." You can count on absolute satisfaction to your customer, and look for him back again for more.

We guarantee Genasco, and thus secure for you a greater degree of confidence than ever from your customer.

Another thing: we have paved your way for easy sales by our persistent advertising year after year.

And your jobber will supply you with printed helps to make your selling efforts tell to their utmost.

Genasco is an easy proposition—and a profitable one. It is satisfactory all around, and you ought to get the full benefit.

Write to-day for samples and full information.



THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest
manufacturers of ready roofing in the world

PHILADELPHIA

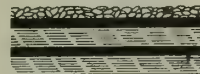
New York

San Francisco

Chicago

Mineral or Smooth-surface Roofings

Cross-section, Genasco Stone-surface Roofing

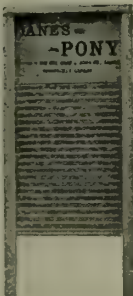


Gravel
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt
Asphalt-Saturated Wool Felt

Roofers Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebec.

The KANT-LEAK KLEET is the newest and easiest fastening for ready-roofing.

It Pays To Sell Cane's Washboards



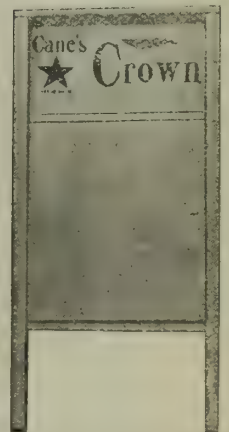
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask Your Jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.



AWARD OF THE ELLIOT CRESSON GOLD MEDAL given by the Franklin Institute for Superiority Over All Other Files Tested



TO THE DREADNOUGHT PATENT MILLING FILE

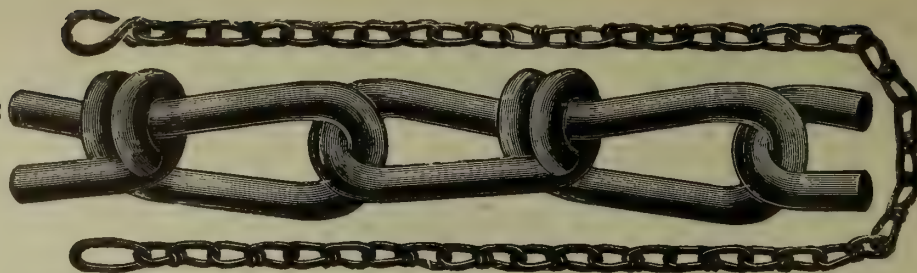
For the most meritorious invention of the age: On cast iron 29 commercial files were tested and the best removed 20.6 inches. A Dreadnought removed 143.75 inches. Four were tested. High carbon Steel, the best commercial file, removed 6.4 cubic inches. The Dreadnought removed 25.8 cubic inches.

DOES THIS MEAN ANYTHING TO YOU: The Dreadnought files are made with backs and handles also with tang in fine cut for Mill and Saw Work. Horse-shoeing tools in plain and tanged. If the goods are wrong you get your money back.

Manufactured by

The J. H. Hanson Tilley Co., Ltd., 422-424 St. Paul St., MONTREAL, P.Q.

AGENTS: Vancouver, B.C.—Flock & Thompson. Winnipeg, Man.—Bissett & Leucks, Limited. Hamilton, Ont.—Frank Radigan. St. John, N.B.—The Jas. Robertson & Co. Halifax, N.S.—Austin Bros. St. John's, Newfd.—Angel Engineering & Supply Co., Limited.



The Secret of Success

in the hardware business lies in recommending *articles of quality* to your customers, and you'll find the

GREENING STEEL WIRE CHAIN

a line that will bring increased business to your store because it is a satisfaction-giver. We claim that it is the strongest, lightest and most reliable chain for every purpose and its selling leaves you a good margin of profit.

Consult our catalogue. It explains the many uses of our Wire Chain, which will help you to be on the lookout for new customers in your district.

Ask your jobber for *Greening's*.

The B. Greening Wire Co., Limited

Hamilton, Ont.

Montreal, Que.

"CANADIAN MONARCH" FENCE

Our "MONARCH" is a staple lock fence of the latest and most approved type. The strands have but a very slight kink at the lock, therefore are as strong at the lock as at any other point.

The locks, strands and stays are made of number nine wire and all the wire used is Hard Drawn Steel, thoroughly galvanized.

If you want an agency for this, also our "SAFE-LOCK" fence, which is a wrapped stay, either number nine or number twelve, write us for prices, and get our wholesale list of fences and gates with discounts.

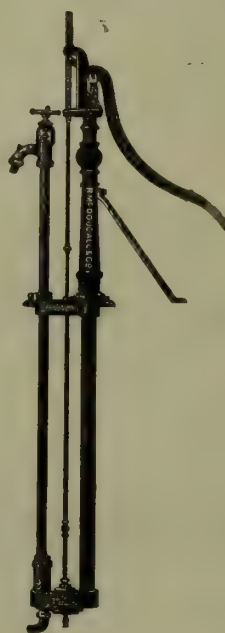
THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.

BRANDON

MAN.



321

Orders on hand are heavier than we have ever known heretofore, but we have room yet for a number of new customers who will swell the ranks of satisfied users of

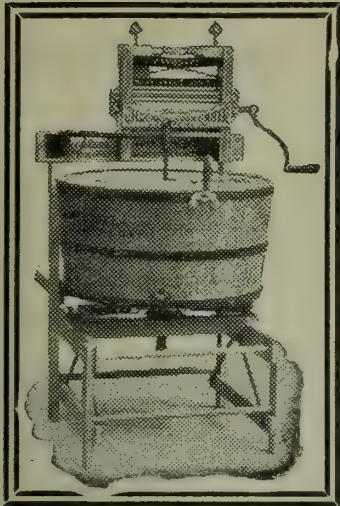
McDougall Pumps

We tell the same old story of quality first and price as easy as possible for you. Come, let us get together. "Aremacdee" is a guarantee.

The R. McDOUGALL CO.

LIMITED

Galt, Canada



WASH-DAY loses half its terrors if the housewife is doing her washing with **CONNOR BALL-BEARING WASHER**

the newest and best machine for washing clothes. The tub swings on ball-bearings, so arranged with springs that the washer **ALMOST RUNS ITSELF**. The boiling soap and water are forced through every thread and fibre of the clothes, cleaning them three times as quickly and much more effectively than by any other method. This machine has proved a ready seller and leaves a good margin of profit.

WRITE FOR DETAILS AND PRICES

J. H CONNOR & SON, LIMITED
OTTAWA

We make a complete line

You are headquarters for a complete line of roofing goods when you are the Brantford Roofing agent.

You have a *smooth* surface roofing, a *silicia*-finish roofing, a *mineral* surface roofing, to show your prospective customer. Every roofing requirement can be satisfied in the Brantford line. No sales should get by you in that respect.

Each style has the quality that has made

“Brantford” “Roofing”

famous from coast to coast. Pure wool felt foundation—99 per cent. pure Asphalt saturation. Brantford Roofing is the kind of roofing you can enthusiastically recommend and feel certain it will always make good.

Write for our catalog at once.

Brantford Roofing Co., Ltd.
BRANTFORD, CANADA

Montreal Branch: 9 Place D'Youville.
Winnipeg Agents: General Supply Co. of Canada, Ltd

The “McClary” Gas Range

42 Styles and Sizes



STYLE C.—Nos. 56 and 58

Are you searching for a gas range that will satisfactorily meet all demands made upon you, that will satisfy the most diverse tastes and be a sales magnet in your store?

The “McClary” Range is the line you want, it has been thoroughly tested.

Here we have catered to every wish of the housewife and this is the stove that the housewife will appreciate.

—WRITE NOW—

McCLARY'S

LONDON
MONTREAL

TORONTO
WINNIPEG

VANCOUVER
HAMILTON

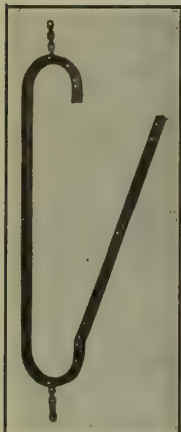
ST. JOHN, N.B.
CALGARY

BUTT HINGES

With an established reputation for quality---that's the kind that it pays best to sell.

And that's the line you will be selling if you insist upon your jobber supplying you with the Cowan & Britton make. We make all kinds and sizes of Steel Hinges, Hasps, Staples and other Builders' Hardware.

Cowan & Britton, : Gananoque, Ontario



Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary

Made of High Carbon U Bar Steel—Extra Heavy

Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices
and discounts.

W. D. BEATH & SON, Limited

**TORONTO
Canada**



Patent Pending
OPEN

Patent Pending
CLOSED

A Great Selling Team

¶ Buyers must be moved through several steps to be brought to the buying point.

¶ They must have their attention attracted to the article. They must have their interest in it awakened. They must be informed as to its nature, utility and merits. They must be convinced of its value. They must be moved to action—to closing.

¶ Good salesmen and good trade-paper advertising make a great team to carry the buyer through these several stages to the buying point. Alone, the salesman is at a disadvantage.

WINDOW GLASS IMPORTS ARRIVING

We are pleased to announce that our customers' imports are now arriving, and deliveries in some cases have already been made.

From reports we have had, this glass is arriving in splendid condition.

We have good stock for sorting up orders.

Consolidated Plate Glass Co.

LIMITED

Toronto

Montreal

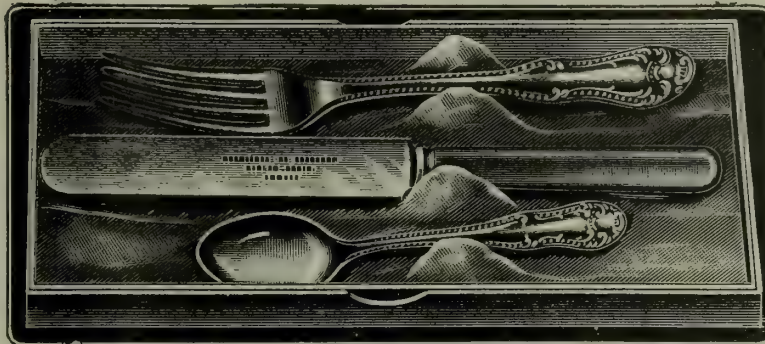
Winnipeg

HARDWARE AND METAL.

A TIMELY SUGGESTION

The gift hunter will be very grateful to you if you will suggest the elegant child's set (illustrated here.) The three pieces are all heavily plated with pure silver and the design is very artistic.

McGLASHAN, CLARKE CO., Limited
 NIAGARA FALLS, :: CANADA



This is only one of our many hot favourites.

Send for complete Catalogue.

Agents: J. MACKAY ROSE, 88 McGill St. Montreal, Que.

N. F. GUNDY, 61 Albert St., Toronto Ont.

DAVID PHILIP, 291 Portage Avenue Winnipeg Man.

A Profitable Line

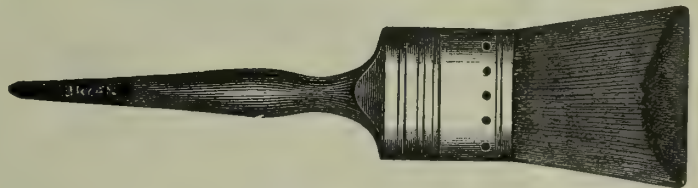
In every hardware store a profitable line to handle is
Brushes, Brooms and Woodenware

and you will find no line of these goods will sell more quickly or will yield you better profit than that manufactured by

Thomas Bryan, Limited, London, Canada

Illustrated catalogue sent upon request of responsible dealers

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton



Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd.

Montreal, P.Q., Vancouver, B.C., St. John, N.B.

STANDARD CHAIN COMPANY



COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

Write for prices

EVERYTHING IN WELDED CHAIN.

Prompt shipment.

ELECTRIC WELDED TRACES A SPECIALTY.

Selling Agent: ALEXANDER GIBB, 13 St. John St., MONTREAL

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

¶ For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

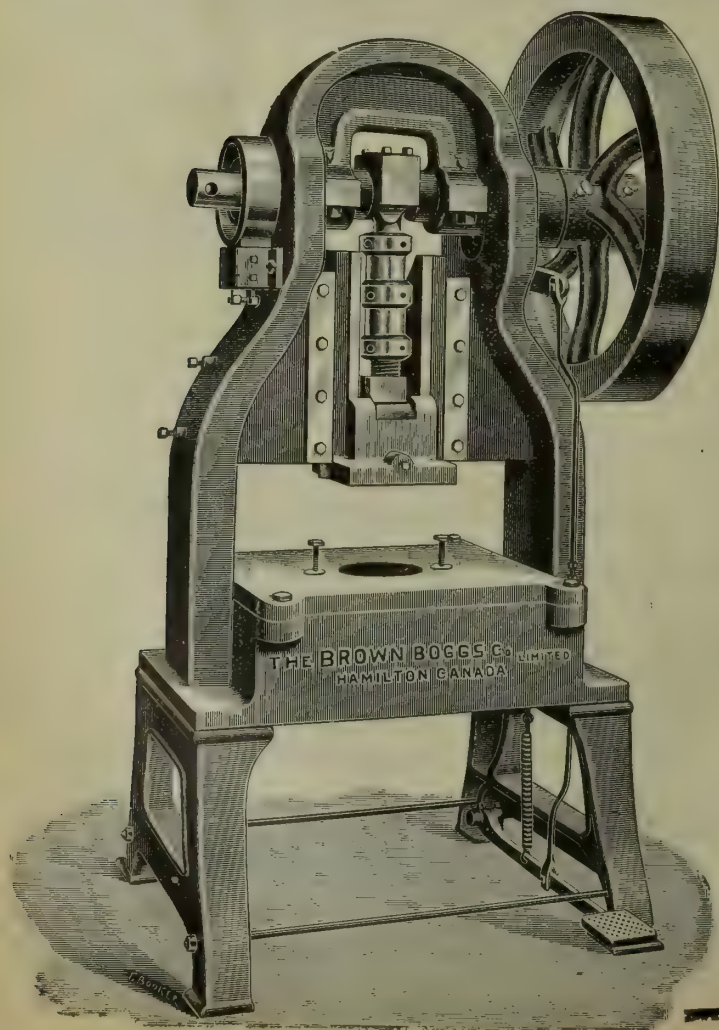


Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5½ to 6¼ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.



THERE IS A REASON

why our **press department** is working **night and day**. Ask any of the **up-to-date** manufacturers of stamped ware. **They know**. If **you** are interested write for catalogue and particulars.

B. B. & Co. Presses **LEAD** everywhere.

The Brown, Boggs Co., Ltd.

HAMILTON, : CANADA

Do You Want The Business

to come your way in

Spring and Summer Sporting Goods?



We can help you in all lines.

Every Dealer will profit by trading with us.

We Can Improve your knowledge of selling sporting goods. Our new season list is now ready and

should interest every up-to-date dealer. Get a copy with trade prices.

We are sole distributors of "Reach's" celebrated Baseball goods.

: : :

A. E. BRESENT

192 St. Catherine St. East
MONTREAL



WHAT DO THE WORDS

"OUT OF STOCK" COST YOU ?

Ever stop to figure up just how many times you've been forced to say, "Sorry, but we're all out." And—Have you ever stopped to consider just how many customers you have lost by this unfortunate little phrase ? Enough cash customers probably to buy your competitor out.

Ask your clerks how many inquiries they receive a week for

Star Expansion Bolts

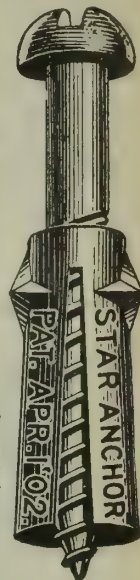
And yet you haven't stocked them ! We have been talking just like this to over thirty thousand dealers in Canada and the States alone. And over fifty per cent. have decided to "Try out" the STAR. Will you ?

Write for our special favorable dealer's proposition, free sample set and new catalogue number 36 as soon as you can grab a pen.

Star Expansion Bolt Co.

Catalogue Department 36

147 - 149 Cedar St., - New York City



Works all the Time

That's What Our Downdraft Chimney Pots Will Do. The "EDWARDIAN"

Is the name and they stand for convenience, comfort and health in all buildings, especially suited to Public Buildings, Schools, Theatres and Private Houses, Auditoriums, Skating Rinks, Etc. Ideal Ventilation is guaranteed. It is Fireclay and prevents downdraft absolutely. It can be obtained glazed or unglazed, round or square, and will fit any chimney or flue. Write for particulars. A quick seller and new, too.

Used on all the Royal Palaces in Britain, as well as Canadian Government Buildings.

This pot also increases the heat where needed.

No Smoky Chimney can exist where this pot is used.

We have also a Patent Soldering Iron for bench and all kinds of work. It is unique. One Iron will do the work of two and costs less. Write us. It will pay you to get this line for your trade. We also carry a splendid variety of English and Foreign Glue, and it is not only reasonable in price but it is the Highest Grade. It will bring satisfied customers.

Don't forget that we carry all kinds of Painters' Supplies and make a specialty of British Goods. Architects specify our lines and it will pay you to prepare for the demand.

Glazed tiles of all Colors and Sizes for floors, walls and fireplaces will interest you. Write for catalogue. No order too large for us.

The International Supply Company

140 MANSFIELD STREET,

MONTREAL

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

AGENCIES WANTED

THE HOMES' HELP, No. 20 Charlotte St., Port-of-Spain, Trinidad, B.W.I., are prepared to receive consignments, also agencies throughout Canada. Correspondence solicited. (32)

AGENTS WANTED

AGENT WANTED for all Canada, or agents for districts, to sell the trade British tools of best quality, including several lines of specialties. Applying, stating the agencies you now hold, and to what class of customers you sell. Box 981, **HARDWARE AND METAL**, Toronto. (22)

CANADIAN AGENT WANTED for first-class line of files manufactured in the United States. Would back up good energetic man with regular advertisement in trade newspapers. State territory covered and lines already handled. Box 987, **HARDWARE AND METAL**, Toronto. (22)

U.S. MANUFACTURER of Nail Pullers and other specialties wants to secure Canadian agency in Montreal, Toronto and Winnipeg. State lines already carried. Box 988, **HARDWARE AND METAL**, Toronto. (22)

WANTED—Agent to sell Gas and Electric Lighting Fixtures, including fancy bronze and brass figures, for large German manufacturer. Apply to **ARTHUR ZUERN**, Berlin, S.W. 42, Germany. (23)

BUSINESS CHANCES

FOR SALE—Hardware—Well established hardware, stove and tinware business in one of the best districts in Saskatchewan. Stock and fixtures \$6,000. Good turnover. Reasonable rent. Apply to **Merrick-Anderson Co.**, Winnipeg. (24)

FOR SALE—Retail hardware business in growing city of Western Ontario, or will take working partner with some money. Apply **James Williams**, 56 Rusholme Road, Toronto. (23tf)

FOR SALE—Up-to-date hardware, furniture and undertaking business for sale in new Western town, two years old. 1908 turnover \$14,000; 1909 turnover \$32,000. Ill health reason for selling. Box 10, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg. (10tf)

HARDWARE BUSINESS FOR SALE in best town in New Ontario. Apply to **Wainwright & Morrison**, Sudbury, Ont. (24)

HARDWARE, Stove and Tinware business for sale on reasonable terms, established thirty years in a fine section of country in Western Ontario. Good village. One other opposition. Owner wishes to retire. Also the store for sale or rent. Fine stand on the corner and positively the best stand in the town. This business will stand closest inspection. Apply Box 996, **HARDWARE AND METAL**, Toronto. (25)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. **Elliott Fisher, Limited**, Room 314, Stair Building, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

ATTRACTIVE fixtures sell your goods. **Walker Bin Fixtures and Show Cases** prove invaluable in economising store space, and by compelling customer, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. **Walker Bin and Store Fixture Company, Ltd.**, Berlin, Ont.

COUNTER Cheek Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. **Business Systems, Limited**, Manufacturing Stationers, Toronto. (tf)

LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. **National Cash Register Co.**, 285 Yonge St., Toronto.

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. **Copeland-Chatterson-Crain, Ltd.**, Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," **Otis-Fensom Elevator Co.**, Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J," which contains illustrations of many new features and several handsomely equipped stores and offices. **Jones Bros. & Co., Ltd.**, 30-32 Adelaide Street W., Toronto.

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WANTED—A young man with thorough knowledge of book-keeping and hardware experience. References required. Apply **P.O. Box 325**, Montreal. (22)

WANTED a tinsmith for Western Town, steady job for good man. Apply **Manitoba Hardware & Lumber Co.**, Minnola, Man. (18tf)

WANTED—Tinsmith for furnace and jobbing work. Experience in clerking desired. Apply **A. M. Carcadden**, Fort Saskatchewan, Alta. (22)

WANTED—First-class hardware salesman for Calgary, Alta. Must be a good window dresser and have some experience in advertising. One who has had experience in a city store preferred. Apply, stating age, experience and salary expected, to **P.O. Box 298**, Calgary, Alta. (23)

WANTED—Experienced hardware clerk, good stove salesman, must speak French and English. Give references, state age, experience and salary; send photo; good position to right party. Don't waste ink if you cannot fill the above requirements. **The Moose Jaw Hardware Co., Ltd.**, Moose Jaw, Sask. (25)

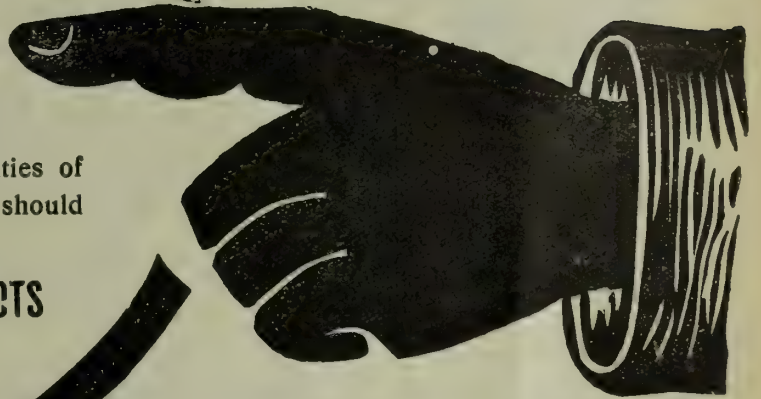
WANTED—Energetic, up-to-date thoroughly posted hardware man for **Manager Retail Department**, general hardware, stoves, sporting goods, etc. by concern doing large general hardware, jobbing and mill supply business. Good position for the right man. Give experience, references, age and salary expected. Address **Box 980**, **Hardware and Metal**, Toronto. (19tf)

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We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

**UNITED STATES STEEL PRODUCTS
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MONTREAL



CHEER UP!

Cherry season brings brisk business to the dealer who shows

"Enterprise" Cherry Stoners

Make your stock complete *now*—foresight is better than hindsight. For a quarter of a century the demand has increased year by year for "Enterprise" Specialties—they are as staple as wire nails. You can't make a mistake by having "Enterprise" Cherry Stoners ready for the first woman who rushes in to get one while her cherries wait. You will surely make a mistake if you don't *stock up*. And while you are about it, see that you have also the "Enterprise" Fruit, Wine and Jelly Presses.

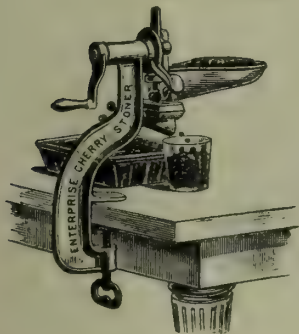
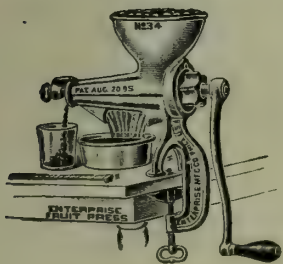
The Enterprise Manufacturing Company of Pa.

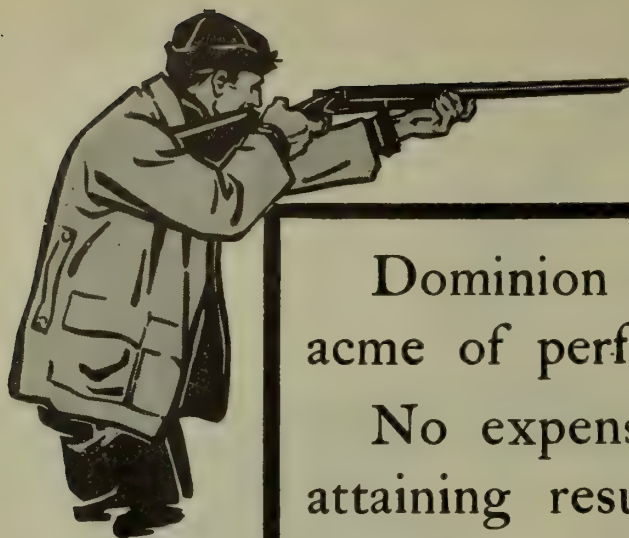
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Also makers of the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons; Raisin and Grape Seeders; Self-Priming and Measuring Pumps; etc.





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Dominion shot gun shells are the acme of perfection.

No expense or effort is spared in attaining results. Manufactured in Canada by Canadians but sold everywhere. Prices the lowest.

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IMPROVED & PROVED
Ammunition

A new box free for every misfire of present product.

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KEMP'S Tea Kettles for Summer Use

Made with Flat Bottoms and Suitable for Gas or Oil Stoves.



Made in Diamond or Pearl Ware.

Sizes	50	60	70	80	90
Inches	6	7½	8½	9½	10½



Made in Diamond or Pearl Ware.

Plain or Retinned, and Nickel Plated.
Inches 8½



1c. Plain, with Tin or Copper Bottoms.

Sizes	60	70	80
Inches	8	8½	9½

Prices on Application.

Kemp Manufacturing Company

Corner Gerrard and River Streets,

Toronto, Canada

The Kemp Mfg. Co., of Montreal,
39 St. Antoine St. Montreal, Que.

The Kemp Mfg. and Metal Co., Limited
111 Lombard St. Winnipeg, Man.

Selection of Side Lines for Aggressive Hardwaremen

The Locality and the Season has Much to do With the Selection of Sidelines, But it is in the Pushing of Special Lines That the Largest Profit Lies—Roller Skates, Alarm Clocks and Cameras Instanced as Lines Which Have Been Sold Successfully.

The hardwaremen who goes after the wire nail and white lead trade in towns where competition is keen has about as much chance of success as the grocer who looks for profits by making a big turn over on sugar. Wire nails are the skim milk of the hardware trade, staple lines are the milk and side lines the cream.

But sidelines vary according to the season and the locality. Skis cannot be sold very well on the plains in Manitoba and roller skates are not a good selling line in the winter. But shaving accessories are a good paying sideline in any season and any locality, and silverware, alarm clocks and other household requisites will also sell well in any hardware store where they are pushed intelligently.

The average hardwareman sticks too closely to his own store and does not concern himself with the possibilities of doing some extra business by adding lines and adopting methods which are out of the ordinary. But if he is to build up a business which will withstand the competition of new competitors entering his territory he must strengthen his hold upon the customers he already has and constantly endeavor to add to his list the names of those who have not yet bought goods of him. He must not be satisfied with the trade he has but must develop with his community and make his store the centre of interest in the hardware and house-furnishings trade in his district.

The Preliminary Steps.

A study of his district is the first step towards building up a reputation for progressiveness and the coining of this reputation into dollars and cents. If the district is a residential section, the trade of the women should be catered to and a special watch kept for new novelties or labor saving devices which will appeal to the women-folk. Vacuum cleaners, fireless cookers, power washers, sewing machines and similar lines offer splendid opportunities in this direction and the store which pushes such lines is sure to obtain the custom of the women. If in a factory district a specialty might be made of fine lines of tools, of special tools for art work in wood, of alarm clocks, etc. Or if the store is in a farming country the side lines should be of the nature of cream separators, churns, beekeepers' supplies, manure spreaders, harness and sewing machines.

When taking up a side line it is not sufficient to merely stock the goods—special plans must be made to dispose of them. If the line appeals to women a special circular should be sent to each possible woman customer in the district, or if to mechanics or farmers the same methods should be adopted, the local newspaper advertising also supplementing the circulars in every case. Lists of house owners, tenants, builders, mechanics, farmers, hunters and fishermen, new residents, young married couples, etc., can be easily com-

plied with the assistance of the book-keeper and clerks from the directories or voters' lists. And by having these lists divided under different heads the sending out of printed matter regarding special lines is simplified very considerably. Some side-lines, however, such as cameras, kodaks and sporting goods can be best pushed through the medium of window displays.

Roller Skates Catching on.

A side-line which can be taken up just now to the profit of any hardwareman located in a town or city where there are cement sidewalks or asphalt roadways, is roller skates.

During the past fortnight juvenile Toronto has gone a-skating, tots from 5 years up to 15 and 18 getting the craze. The large departmentals have been buying in thousand lots and the smaller hardware stores in dozens, some venturing into gross and half gross quantities. The skates cost about 50 cents and retail from 65 to 75 cents, they being adjustable to suit any size child. Hamilton, too, has caught the infection and one store, Stanley Mills & Co., sold out a shipment of 1,000 pairs in four days. Ottawa, Kingston and London dealers have placed good sized orders and the smaller places throughout the country will "get their skates on" in the near future.

A good story might be told here to illustrate the conservatism of some hardware merchants. C. M. Woodburn, salesman for T. B. Lee, Toronto, called on an enterprising hardwareman in an Ontario city a week or so ago, and being enthusiastic on the subject of roller skates he tried to enthruse the hardwareman, finally succeeding in inducing him to place an order for 100 pairs, although he urged the dealer to buy a couple of gross, the city having a population of 15,000 to 20,000. A couple of days later the hardwareman's enthusiasm cooled off and he cancelled the order. In all probability he will be wanting to buy again in two or three weeks, when the craze catches his town, and it will be hard to get an order filled.

The same salesman, a few days later, was in Dundas, where there is a clothing manufacturer who makes a practice of giving baseball bats, etc., to boys as premiums with suits of clothes. Thinking that he might get an order he called on the manufacturer and suggested the giving of roller skates instead of bats. The suggestion caught on and an opening order for 300 pairs was the result.

Some hardwaremen might criticize the salesman for making this sale but Hardware and Metal considers it good business. In the first place it was "creating" business which would not otherwise have been secured by any salesman. And in the second place the giving away of a few pairs of roller skates in the various cities where the manufacturer has branch stores, will

help, if not start, the roller skate business in these towns, one of which, curiously enough, is in the city from which the hardwareman cancelled his order.

Where a hardwareman puts in a stock of roller skates he should adopt some special means to start the rollers revolving. If he, or any of his employes, have sons or daughters of ten or twelve years of age, they might be given skates to use on the sidewalks to encourage the desire amongst other children. Or if there is a roller rink in town and a couple of good skaters can be secured, a prize might be offered for a race around the block in opposite directions. Once get a few children skating on the sidewalks and the chief difficulty will be to get supplies as fast as required.

Clocks and Cameras.

Frank A. Child, who has stores at Matheson and Cochrane, New Ontario, has found alarm clocks and kodaks to be two paying sidelines, stocks of clocks being carried in both stores and sold in large quantities to prospectors and farmers. At Matheson he has the agency for kodaks and supplies and considers it the best side-line he has been able to pick up, there being a big demand from residents as well as from tourists.

Both alarm clocks and photographic goods are more suitable for sale in towns and villages in new sections of the country where settlers and tourists are coming and going freely, but both lines have also been sold successfully by hardwaremen in large cities, who have taken them up as sidelines. Where cameras are taken up the exclusive agencies for the best selling lines should be secured if possible, while in the case of clocks care should be taken to select a strong clock that will give good service and need little repairing. By buying alarm clocks in lots of a couple of dozen the retailers name will be printed on the clock, this serving as a standing advertisement for the hardware store.

HEATING WITH ACETYLENE GAS.

Acetylene gas stoves are not an absolutely new innovation, several types having been placed on the market from time to time in the last couple of years, but all of them proved impracticable because of "lighting back," due to the faulty construction of the burners and the density of acetylene gas.

By means of a certain type of burner and a patent gas cock, however, an English concern has just introduced an acetylene heating stove with which there is said to be no possibility of back lighting. Also, by means of an ingenious device, it is possible to obtain a number of gradations in heat.

The June Demand and How to Meet It

A Kitchen Shower Window for the June Bride—Warm Weather Goods—The Call for Oil and Spirit Stoves Should be Stimulated—The Pulling Power of a Window Display—Builders' Hardware and Harvest Tools—Do Not Neglect the Farmer—Nothing Gained by Leaving off Booking for Fall Lines.

In setting out his programme for June the hardwareman should not forget the demand for wedding gifts. Here there is a fine scope for display, and one that will not over-tax the ingenuity of the merchant. For instance a kitchen shower window is easily arranged, and yet it allows a wide range of stock to be shown without any overcrowding. One effective idea is to suspend from the ceiling a large imitation wedding ring or bell. To this can be attached by colored ribbons various small kitchen articles. Larger goods such as bread and cake boxes, tea kettles, roasting pans, saucepans, etc., can be grouped effectively on all sides. One way would be to shape them in the form of a large horse shoe—symbolical of good luck. On a floor sloping towards the street this design is very pretty—especially if it is done in white. A card with the notice "Something useful for the bride" completes a window that will attract much attention.

If the merchant is lucky enough to have a very large and deep window he can make a more elaborate design by showing a luncheon table laid for the guests. On this he can display higher priced goods—all useful as presents—while the shower idea can be still followed out by the bell and ribbon plan. With plenty of cut glass, silverware, and cutlery, not forgetting the table napkins and centre piece, the whole design is very pretty.

Merchants do not as a rule cater strongly enough for this demand. June weddings seem to be getting more popular, and certainly the custom of giving useful presents is largely extending. Who can cater for the bride better than the hardware store? Think of the many essential articles for the house that are part and parcel of the ordinary stock. The merchant, therefore, is not going out of his field when he caters for all kinds of presents useful to the bride. Besides the demand gives him a chance of showing his full lines of cutlery, silverware, and other articles, which he may be carrying over from last Christmas. Taking advantage of these opportunities helps him in his efforts to work up a good demand for presents at all times of the year, and also to encourage the womenfolk to visit the store for other things than staple lines.

Warm Weather Goods.

During the month warm weather goods should be strongly pushed. Hammocks, garden seats, swings, fireless cookers and picnic baskets are all good sellers. Picnic baskets and outfits are lines that will bear greater attention on the part of the dealer. That there is a great field for them is shown by the fact that one grocer estimates that he does twice as much trade in the summer as in the winter, owing to the popularity of his filled picnic baskets, and he has to augment his staff to cope with the extra call. This shows that it

is worth the hardwareman's while to push the line especially as many customers prefer to fill their own baskets—if only on the grounds of economy and taste.

The Sale of Stoves,

Oil and spirit stoves can also be shown to advantage. Country houses are best equipped with them, while many people staying at home find these stoves much more comfortable than keeping the coal and wood ranges going through the hot weather. Merchants have neglected this line in the past, with the result that the furniture stores and departmental houses have taken a lot of the trade that should come to them. There has been a great development in the style and usefulness of oil and spirit stoves. The heating power has been tremendously increased with an economy of fuel and a greater degree of safety, while in an artistic way they have been improved out of all recognition. A good line of stoves can be made to pay well. The salesman should make himself well acquainted with the different points of his stoves, and explain them thoroughly to his customer. By taking pains many people who have still a prejudice against these goods founded on the trouble that used to be caused by them in the old days can be converted to the improved articles. Lamps, too, are wanted for country use, and should have the attention of the merchant. A window of stoves and lamps alone, especially if the idea of country use can be given to them is most effective. In fact whatever the merchant decides to push he must make a display. There is nothing to equal a window in pulling power. You must show your goods to sell them, especially if it is the case of stimulating a demand. Everybody knows that a merchant sells wire nails, but not that he carries a good line of stoves and lamps.

Builders' Hardware.

Merchants should not lose sight of builders' hardware during the extra call for special lines. Even though the store may have a sample room or department in a prominent location a window of high-grade lines should be run at least once a month. From the reports of the jobbing houses it is apparent that no line has a steadier call than builders' hardware. From month to month, lock sets, bolts, butts, etc., are shipped with great regularity. Merchants should always be on the look out to develop this trade. Landlords are paying more attention than ever to artistic furnishings. It is well not to depend too much upon working models. Presuming the wood has warped a little the salesman finds in showing a lock to a customer that it will not work. This is inclined to prejudice the buyer. Have locks bisected, and show the parts, but working models,

owing to the above reason are apt to be more of a drawback than an assistance in selling.

Get After the Farmer.

Harvest tools, hay carriers, rope pulleys and clevises should be shown during the month, and an active campaign made after the farmer. It would be well to make certain that every user of these articles is notified of the stock that the store carries. Either make a personal call or send out a circular. Point out that the better the tool the quicker the work is done, and the more satisfactory the results. Show the farmer that it is economy to throw away the old tools, even though their working life may not be altogether done with, providing time is lost through their using. And at the same time tell him not to forget the value of paint. The best way to economize is for the farmer to buy the most modern article and then to take care of it with paint. A good way to show harvest tools is to transform the window into a corner of a barn. In doing this do not forget to display some tins of implement varnish and paint.

Book for the Fall.

Although the merchant will be feeling the full strength of the early summer demand, he must not forget future requirements. In the past two years a disposition has been noticed on the part of many dealers to leave off ordering until very late. This is a policy that is very dangerous. So long as the supply houses can dispatch the goods promptly the merchant is all right, but if a sudden rush occurs, which in the present conditions of things is likely at any time, then the merchant runs the chance of being held up for his goods. The little that is gained by holding back the ordering is off-set by the danger that is run of being without stock when it is badly wanted. The wideawake merchant should look through his late summer and fall stock and see what he wants in apple parers, presses, guns, ammunition, lanterns, cow ties, horse blankets, sleigh bells and halters, and order forthwith.

SOMETHING ABOUT EDMONTON.

Under the above title the Edmonton Board of Trade have issued an illustrated booklet descriptive of that city and the country roundabout, which is stated to be "Canada's richest mixed farming district." The climate, crops, industries, homes and public institutions of this gateway city to the last West are treated in detail, and separate chapters are devoted to the commercial possibilities of Edmonton and to the Peace River Country extending for hundreds of miles north of that city. The illustrations are splendid.

Business Methods of Canadian Hardwaremen

Descriptions of Attractive Window Displays Made in Hardware Stores in Several Ontario Towns and Cities — The Clerk Who Talks Too Freely Criticized.

LIVE FOXES IN WINDOW.

London, May 27.—The Purdom Hardware Co. had a novel advertising window this week. They secured a family of four young foxes which had been offered for sale on the market, and gave the little fellows the whole of their west window, enclosed by wire netting, for a living-room. The youngsters were never still, and were comical in their antics. A group of people was to be seen looking in at all hours, nearly. The other window was at the same time used to display a full line of Sherwin-Williams paints, attention being specially drawn to it by the automatic cardboard painter and his brush.

FISHING WINDOW DISPLAYS.

Berlin, May 20.—The P. Hymmen Co., Ltd., have a particularly fine piscatorial window display this week, which is attracting much favorable comment. It depicts a fisherman in effigy seated on the bank of a pond holding a rod, the line of which drops into actual water in a tank so arranged as to afford a good representation of a pond.

The advertising effect is enhanced by a judicious display of fishing tackle. The background consists of cedars snuggling among which is a miniature tent and a camp fire and kettle. An element of humor is introduced in a sign board with this message: "No fishing in this Pond."

The stores were closed all morning on the day of the late King's funeral, re-opening at 1 p.m.

SOME SPRING WINDOWS.

Chatham, May 25.—"Lawn" displays are featured by two hardware stores this week. Stephens & Douglas have in one window a couple of large lawn swings, one fitted with tent-top and baby-hammock, as well as between the swings, a lawn seat. Hammocks suspended from the ceiling form the background.

J. C. Wanless features a lawn swing in the centre of the display, surrounded by lawn mowers, hose, lawn sprays, sprinkling cans, oil cans and similar seasonable articles. This window also has a hammock background, while a sprinkling of freshly-cut grass on the floor adds a realistic touch.

SAWMILL IN WINDOW.

Orangerville, May 21.—The Adamson Hardware Company, which has to its credit a long series of novel window displays, this week presented something out of the ordinary. A mill pond with real logs floating around, the water wheel, the drawing up of the logs, the revolving circular saw, the shunting to and fro of the timber carriage, genuine saw dust, and many other details were carefully thought out and a working model of an up-to-date mill was the result. A little boy was seen with his fishing pole and line in the water, the

float bobbing up and down. Altogether it was one of the best and most attractive window features yet devised by this firm and attracted the attention of every passer by.

THE CLERK WHO TALKS.

Stratford, May 20.—"Of all things on earth, save me from the young clerk who tells everybody everything about the business," emphatically declared a hardwareman in conversation the other day.

"Most clerks have pretty good natural sense, but in their early stages they seem irresistibly impelled to talk shop to everyone. I suppose everything they see and hear in connection with the business is absolutely new to them, and they are unconsciously anxious to parade their new-found knowledge before their friends and acquaintances.

"This mania takes all sorts of forms. One clerk will go home and tell his listening relatives just how much we pay for wire nails, or for sulphur, or how much we are making on each sewing machine we sell. He has certain invoice prices and the corresponding selling prices at his finger ends, and he is proud of the way we are piling up profits. He's not deep enough into the business to take into calculation the multitudinous details of expense, such as rent, lighting, heating, insurance, freight, and his own wages, and when he doesn't, you can bet your bottom dollar that neither does his hearer make allowance for these things. Thus a lot of people get the notion that the retailers are a sort of organized plunderbund making exorbitant profits. A lot of foolish combine talk and a lot of outside hostility to merchants' associations is helped and sometimes started by just such over-enthusiastic statements by young employees.

"Then there's the clerk who goes out collecting for us and can't resist the temptation to tell his friends and even sometimes the debtors themselves about his experiences along the route, and the failings of the people he has to call upon. I always try to send out a clerk who confines his casual conversation largely to the weather, but you can't always send a discreet man on these collection errands because his time's worth more elsewhere. It's all right to put a fellow-merchant wise regarding a dead-beat or a slow-pay, but it doesn't seem to me the right thing to scatter the information broadcast.

"And there's the chap who when I happen to call one of the staff feels it his bounden duty to pass the word along, so that everyone in town knows it. That sort of thing doesn't do the business any good; neither does it profit either the clerk who is called or the clerk who tells about it. I don't call a clerk in public when I can help it, or in the presence of fellow-employees even, but just as often as not the quiet talk in the office is misconstrued.

"Maybe all retailers don't think the same, but my view of it is that the

clerk should treat everything he learns regarding the inner details of the business, its margins on various lines and its relations with individual customers and with the bank, as absolutely confidential. And that doesn't mean, either, that I would have him pass the word on to his nearest friend in strict confidence, for it's my experience that to tell one person, no matter under what obligations, is just the same in the long run as telling the whole city.

"Of course, a clerk gets over it in time. Ninety per cent. of the clerks I've had to deal with have learned their lesson after a fashion inside a few weeks, particularly when I helped along with one or two gentle pointers. But the absolutely discreet clerk happens maybe once in ten years, and my experience is that there's room for a lot more like him. It's a mighty good thing for a clerk to be sociable with his customer, but if he must talk, let him talk of something near to the customers' heart and that will benefit rather than hurt the business."

CARPET SWEEPER REPAIRS.

The Bissell Carpet Sweeper Co., Grand Rapids and Niagara Falls, Ont., have issued a warning that a systematic fraud is being perpetrated on the users of Bissell sweepers by fakirs who claim they are sent out by the Bissell Co. to repair their goods. The fakirs usually have printed cards reading "Grand Rapids Sweeper Repair Co.," with their local address, with which they disarm suspicion, and get attention. Their scheme is to take sweepers to make alleged repairs, and in many instances they never return the machine, while in all cases where the sweeper is returned, they make exorbitant charges. The Bissell Co. have prepared a card bearing their signature, warning the people, and directing them to obtain repairs from their dealer. Upon request they will furnish one or more of the cards for store and window use.

NEW COMPANIES.

Dunn Hardware Co., Port Arthur; capital, \$40,000; to manufacture and deal in hardware. Incorporators, G. W. Dunn, S. A. Dunn, both of Sudbury, and P. E. Dunn, Longford Mills, Ont.

Sultana, Ltd., Montreal; capital, \$90,000; to manufacture and deal in blackings, metal polishes, varnishes, powders, oils and dyes. Incorporators, R. Taschereau, T. Rinfret, R. Genest, Montreal.

The Canadian Magnesite Co., Montreal; capital, \$100,000; to prospect, mine and deal in magnesite, graphite, metals and ores. Incorporators, W. G. Mitchell, A. Wainwright and M. Alexander, Montreal.

Dustbane Mfg. Co., Ottawa; capital, \$50,000; to manufacture and deal in floor-sweeping, cleansing and finishing and dust-absorbing or removing compounds, varnishes, oils, stains and paints, brushes and domestic woodenware, and all matters and things produced therefrom. Incorporators, W. L. Scott, C. H. MacLaren and G. D. Kelley, Ottawa.

HARDWARE & METAL

Established

1888

The MacLean Publishing Co.

Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

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PUBLISHED EVERY SATURDAY.

MOVING OUR PRINT SHOP.

After this week Hardware and Metal can be addressed at 111-117 University avenue, Toronto, instead of the old address at 10 Front street east, and hardwaremen who visit Toronto are invited to note the change and call on us in our new home.

With the Armouries on the south and the Parliament Buildings to the north the new publishing house of the MacLean Publishing Co. should be a place of interest for every reader of our papers.

ABOUT MAIL ORDER ADVERTISING.

A newspaper man figures that the distribution of mail order catalogues in his district represents an outlay of from \$3,000 to \$5,000, irrespective of the advertising done through other mediums. He estimates that this outlay pulls about \$200,000 worth of trade from the district and that the expenditure in advertising represents 2½ per cent. of that amount. This is more than double the outlay in advertising by all of the merchants in the district combined. Yet, the newspaper man observes, the local merchant wonders how it is that so much business gets away from him.

Without expressing any opinion as to the amount which a merchant should spend in advertising in proportion to income, let us look at one or two points in this catalogue business which might be profitable to consider. Care is taken to see that the catalogues reach everybody for whom it might reasonably be expected to contain anything of interest. Special pains being taken to see that they reach the best prospects.

Has the local merchant ever considered whether the information concerning his goods has had the same careful distribution?

Does he place in the hands of the customers from time to time anything in the shape of price lists, which can be readily referred to, and with as great interest, as the mail order catalogue?

The local merchant is always within reach of his people. Does he make easily available to them a means of comparison between a selection of his values and goods of the same class in the catalogue.

Is there in his store service any defect which gives his customer the opportunity or the excuse to try the mail order plan? Efficiency in service is good advertising and the mail order house knows it. No less, the wise local merchant recognizes that fact and so employs it that it may swell his list of appreciative customers, or that it may discourage the inclination on the part of people who should trade with him, to do their shopping out of town.

The merchant to-day must give his customers a good news service. His advertising, whether by newspaper, circular, catalogue or display window, must be such as to cause comment among people when they are not shopping, but when they are none the less open to conviction.

The fact that one mail order house draws \$200,000 worth of business from one small district is the best possible hint to the local merchant that he can pull considerably more home trade.

CHECK FIRE INSURANCE POLICIES.

The National Association of Credit Men recently issued a little booklet entitled "Burning Subject" which reviews the more salient features of the standard fire insurance policy and gives information of great value. Insurance policy contracts are often forbiddingly lengthy and few merchants realize the importance of knowing their contents. The merchant who reads this book will be better equipped to safeguard himself against fire loss.

Many harsh things are said about the insurance companies when adjustment of losses is not entirely satisfactory to the insured, but it is often the fault of the policy contracts. They are many times found not drawn up to fit the risk. The agents are not always thoroughly competent and the merchant should not leave the drawing up of the contract entirely to him. Commenting upon this the National Hardware Bulletin says there is scarcely a

merchant who will pay for a \$10 invoice of goods without checking every item no matter how numerous they may be; yet the merchant is rarely to be found who will check the clauses of his policy, which, if correctly drawn, may be worth 500 times \$10 to him some day. It is a fact that men treat no other business contract so lightly as a fire insurance policy.

Legislatures have made policies standard for the protection of the people, hence when you understand the printed conditions of one policy you have grasped the basic conditions of all. If you have made any changes in your store since your policy was written you should see to it that they are fully covered in the policy. You are entitled to policies which cover the property you want to insure and fit the conditions of your business affairs. Now is the time to get them out and inspect them. Your duty is to know the contract and to know that you are living by its terms. It is not enough that the agent who signs the policy reads it, for remember, he is the company's agent and not yours.

PUBLIC SPIRITED BUSINESS MEN.

A country merchant who is devoting a good deal of time and attention to the industrial development of his town disclaims that he is actuated by public or philanthropic motives. He declares that what is good for his town is good for his business.

Notwithstanding his declaration he is a public spirited man. It is his modesty that prevents him saying so.

It is a pity there are not more of his kind in every municipality throughout Canada. They are wanted and wanted badly.

It is the shame of our municipal system that it does not induce more successful business men to give some of their time and attention to public affairs. The present municipal system of government is in bad odor because business men are not giving their aid and co-operation to the management of its affairs.

A municipal government, like a commercial institution, in order to be successful, must be conducted on business like lines. It is because too often it is not thus conducted that it is in bad odor.

The man who serves his town or city either in the municipal council or as an active member of the board of trade naturally, in an indirect way at any rate, derives some benefit from the success which has crowned his efforts. But he is none the less a public spirited man.

The dull summer months may be made profitable if one uses them in preparing for his fall trade.

MOVING ONTARIO'S FRONTIER NORTHWARD.

Much has been said and written about the wonderful work of development which has been going on in Canada's western provinces and it would be hard to say too much in this regard.

But while the eyes of most Canadians have been directed westward rapid progress has been made in opening up the vast area of 16,000,000 acres of virgin soil in "New Ontario," lying beyond the height of land a hundred odd miles north of the C. P. R. main line. The rich discoveries of silver at Cobalt and gold at Porcupine have attracted world wide attention and something has been heard of the possibilities of coal mining and of farming in the "clay belt," but the majority of Canadians have confined their investigations of the new north-land to the investment of more or less of their surplus funds in the shares of companies some of which were organized to mine the public and others to develop rich discoveries of mineral in the Cobalt district.

A party of 130 editors, including the editor of Hardware and Metal, spent four days last week in journeying over and studying the possibilities of the country. The party, after passing over the Ontario Government railway, the T. & N. O., as far as Cochrane, journeyed westward 35 miles to the Metagami river, a mighty stream 600 feet across flowing north into Hudson's Bay, on the first passenger train to pass over that section of the Grand Trunk Pacific Railway. Both roads were found to be well-constructed, the ballasting on the transcontinental line being of an exceptionally high order.

Up to eight or ten years ago North Bay (230 miles north of Toronto, was on the northern frontier of Ontario, but pioneer farmers led the railway into the country and mineral was discovered. Then Cobalt and Haileybury, the former the mining camp and the latter the residential town five miles away (connected by electric and steam railways) with a combined population of well over 10,000 people sprung into existence, and for the time being overshadowed the farming industry, the chief centre of which so far is New Liskeard, with a population of about 3,500 and lying ten miles north of Cobalt and five from Haileybury. Doubt is expressed by some as to the future of the mining industry, upon the success of which the future of Cobalt as a business centre and Haileybury as a residential town depends, but there is no present indication of mining activity abating for many years to come. On the contrary plans are being made for manufacturing industries in which the low

grade ores in the dumps at the different mines will be worked over for arsenic and for metal for silver table knives. New Liskeard, with its farming resources, its lumber and flour mills, therefore has a rich present and a bright future, even though for the time being outstripped in business turnover and building activity by its sister towns.

Cobalt with its 6,000 or 7,000 mining and business population, scattered over a wide and rocky area, has four good hardware stores, George Taylor Hardware Co., John Bailes & Son, Cobalt Hardware Co., and Gilmour & Marshall. Haileybury with about 4,000 population, has a natural townsite on a hillside and its four hardware stores, Bell & Rochester, Montgomery & Ferguson, W. H. Wilson, and S. Norfolk, are doing an active building trade. The electric line which is bringing so many Cobalters to Haileybury will, it is expected, soon be extended to New Liskeard, both towns being on Lake Temiskaming, across which lies Ville Marie in Quebec province. New Liskeard has three hardware stores, one of which, Magladery Bros., did a \$14,000 business last year in farm implements and expects to increase this to \$18,000 this season. George Taylor, hardwareman, ex-mayor of London, is mayor of New Liskeard, while Will Magladery, an active member of the Ontario Retail Hardware Association, is a town councillor. The George Taylor Hardware Co. have fine stores at Cobalt and New Liskeard, while Magladery Bros. have a branch at Englehart. Nine miles south of Cobalt is Latchford, where the Latchford Hardware Co. have a nice business, while at Englehart 25 miles above New Liskeard the Harrison Hardware Co. are also located. West of Englehart are Charlton, Elk Lake and Gowganda, Malcom & Ryan being located at Charlton, E. W. McClung, R. R. Woods and G. W. McDonald at Elk Lake.

Sixty-seven miles above Englehart is Matheson, the outfitting point for Porcupine Lakes and here Frank A. Child, has a hardware store established nearly three years ago. He also has a branch at Cochrane 47 miles farther north, established fifteen months ago. A couple of months before that T. J. McManus had built the first store in Cochrane and put in a hardware stock, he now being the first mayor of the northern city of the future. Mr. Childs was formerly located at Gravenhurst where he bought building paper in dozen rolls and thought himself lucky to have a \$17,000 turnover. At Cochrane last year his turnover was \$60,000 and at Matheson \$38,000, his purchases being chiefly in car lots. A new hardware store is to be located at

Mileage 222, seventeen miles above Matheson according to report. At Monteith, four miles below this, the Ontario Government have established an experimental farm.

Cochrane is 480 miles north of Toronto and 180 miles south of James Bay. It is the junction point of the T. & N. O. and the Grand Trunk Pacific and is destined to be a big city as it is only a few years before traffic will be heavy on the line from Winnipeg to Quebec and from Toronto to James Bay. The route to Winnipeg from Toronto, via Cochrane and the G. T. P. will, it is said, be 130 miles shorter than from Toronto to Winnipeg via the C. P. R. short line through Sudbury. Cochrane is on almost a straight line with Winnipeg and much of the intervening country is like that surrounding Cochrane, a fine clay soil covered with from three to four feet of a rich deposit of decaying vegetation. The land is covered with a thick forest of young trees which will be fairly easy to clear, as has been proven at New Liskeard, Monteith and other places along the line.

The hope of Ontario is in its north-land. With its development breadth will be given to the narrow line of populated country along the United States boundary line. With its millions of acres peopled, the resources of the province will be vastly increased and a tremendous market provided for the manufacturing industries of Old Ontario. Pioneer work will be far more rapid in New than it was in Old Ontario, but under any circumstances pioneering a new country is hard work. The province, in grasping its opportunities, therefore, has responsibilities which it cannot shirk. Schools must be provided (the one at Cochrane was built by private generosity), roads must be built and other assistance given to aid in the opening up of the country. The Ontario Government has already done much in the way of railway construction, etc., but with its revenues increasing from the northern heritage, it can afford for many years to come, to re-invest in the north country all the revenues derived from the exploitation of the forests and mines of its New Ontario storehouse.

Cultivate the hand shake.

Steady pushers do more than sudden plungers.

It is the proprietor not the people who makes the store.

The clerk who finds nothing to do, isn't looking for work.

Every time a man borrows trouble he gets the worst of the transaction.

A good clerk will do even better when his employer is out than when he is in.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MONTREAL.

May 27.—Despite the interruptions to trade during the last week or so, orders have shown up extremely well, with the result that jobbing houses are busy. There being little stock in users' hands, the metal when ordered is wanted at once, and the closing up of the supply houses, tending to keep shipments back, caused a little irritation in some quarters. It is another little instance of the folly of keeping stocks on the short side.

There has been no change in prices. In sympathy with the primary markets metals have shown more strength, but there is little evidence as yet as to which way the pendulum is to swing—for higher or lower prices. Stability is still badly wanted. Close interest is taken in the copper market, and New York is carefully watched as to signs of a stronger tone. Users, however, are not speculating in any way. Spelter has sold well. The domestic pig iron situation is unchanged. Home prices are well held. A better tone is reported across the border. The market in iron has shown more life, and in some instances prices for forward delivery have been advanced.

Pig Iron—"We are getting rid of all the imported iron as fast as it comes in," was the statement made by a busy importer this week. "The metal is wanted, and any delay results in a hurried call to know the reason why." Prices hold well. There is an especially good demand for the best Scotch grades. Domestic furnaces are still in a state of being booked up for some time to come. The pressure, however, in some cases seems to have eased up a little. We quote: Domestic, \$22. Imported: Middlesboro, \$17 to \$17.50; Summerlee, \$20.25 to \$20.50; Cleveland, \$18, and Carron special, \$20.

A brighter tone is noted in the United States pig iron situation. There has been a better inquiry, with smaller contracts showing up well. Some optimists regard this as an indication of a general buying movement setting in. It is to be hoped that this is so, as despite the restricted production, there are some heavy stocks waiting to be moved. A stronger tone is noted in Cleveland war-rants.

Tin—Tin is unchanged locally at 35c for ordinary jobbing lots. Despite recent interruptions orders have come in steadily, although there is no desire to stock up at present figures. Still the market is watched closely. The primary markets have held well. There have been fluctuations, but the range has not been wide, and the markets have closed up "steady" each day. Buying in New York has been good, and a decrease in domestic stocks is anticipated for May.

Copper—Copper is unchanged at 14c. The purely local trade is reported as being very good, while outside points have dropped off a little for the time being. The stronger tone manifested in New

York is being closely watched although not much confidence is placed in it as yet. The improvement seems to be of a speculative character as buying has not improved very much, except by small purchasers. Exports are reported as improving, and this tends to strengthen the situation.

Spelter—Spelter is unchanged at 5¾c. Heavier buying is reported, and some of the larger interests are getting in touch with the market again. This should prove a good year for spelter—galvanizers being extremely busy. The metal is commencing to fluctuate in London, which is somewhat unusual as hitherto the market has either steadily advanced or steadily fallen. St. Louis seems to be improving a point or two. On the whole spelter is in fair shape, and producers do not seem anxious to force sales in any way.

Lead—Lead has not been affected in price this week either for imported or domestic. Trade is improving, but the market in sympathy with the English situation, is not so strong as it was.

Scrap—Scrap metals are unchanged. There is a fair movement in iron, but little in the finer metals. Steel is still down at low figures. We quote: Heavy copper and wire at 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, \$12; machinery cast scrap, No. 1, \$16; stove plate, \$12.50; malleable, \$9; miscellaneous steel, \$5.

TORONTO.

May 27.—The better trading situation that was anticipated last week has not developed, and the metal market is in no better position than it was a week ago. It has not fallen back, but iron, steel and copper are unsatisfactory. The immense production of iron and steel in the United States since the beginning of the year and the dropping away of demand helped to lower prices of pig iron and iron and steel products across the border. Of late the interests have been blowing out furnaces and with the advent of summer a greater demand has sprung up. This has helped the situation there. In England production this year is at about the same figures as prevailed last year. The surplus of stocks across the line, however, seems to have affected the market and report states that a cut

of 50 cents a ton has been made on all English and Scotch irons. This report could not be verified, and quotations locally have not changed, though imported irons are somewhat easier.

Pig Iron—New business is offering more freely this week, but there seems to be an easier tone to the market, and the improvement that was expected to come this week is delayed in consequence. Quotations remain unchanged for the present, but an unverified rumor states that imported irons have been cut abroad about 50 cents a ton. Canadian foundry is still at high quotations of \$22. No. 1 Middlesboro is \$21; Jarow, \$21.25; Glengarnock, \$23; and Summerlee, \$23.

Copper—A lull has come over copper this week, but so far without affecting the price, the local quotation still standing at \$13.90. While users continue to take up increasing quantities of copper the actual output is yet largely in excess of consumption, with the producing capacity of the mines steadily growing through development of old and new properties.

Tin—The market for tin is firm with demand active. This metal has improved slightly. Stocks are small. Buyers would have more confidence were the speculative element less in evidence. The local quotation remains unchanged at 36c, the high figure asked a week ago.

Lead—This metal is in about the same position it was a week ago. Demand is fair, but has not shown the forwardness expected of it. Quotations remain at \$3.75 for Trail and \$3.85 for English lead.

Spelter—Firm and more active than a week ago is spelter. While the market is stiffening there has been no advance in price locally, the quotation standing at \$5.90, the low figure which has been prevailing for several weeks now.

Plates and Sheets—Good steady demand exists for both tinplates and black and galvanized sheets. Prices continue unchanged.

Old Materials—Canadian foundries are entering the market more freely than for many months. They are, however, buying only in small lots. Dealers are offering the same prices for old material that have been ruling for the past fortnight: Heavy copper and wire, 11½c; light copper bottoms, 10c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$13; malleable, \$8; miscellaneous steel, \$6; old rubbers, 9 cents.

HARDWARE MARKETS

MONTREAL.

May 27.—Although trading generally has suffered through the two days stoppage of business, a fair movement has been noticed in most lines. Shipments have been help up a little, and a few

kicks have been registered here and there by those who had to wait longer than they anticipated.

Most of the business is now being done in a general sorting up way. Booking is not yet prominent for any of the fall lines although the orders are

coming steadily in. A better inquiry for ammunition is noticed. Apple parers and fruit presses may be added to lanterns, sleigh bells, horse blankets, cow ties, and halters for future delivery. Lawn goods are moving freely in a sorting up way, as well as refrigerators, freezers, hammocks, swings and enamelware.

Cutlery and silverware are prominent for the June demand, and the range covered is certainly extending. A better grade article is also in more general request. No price changes are reported and the market is firm with a good tone.

Seasonable Goods.—Orders have reflected the interruptions to business, and conditions have been quiet. Most of the lines are now moving in a sorting up way, especially in lawn goods, refrigerators, freezers, hammocks and garden swings. Hose continues to be prominent. Booking has started for apple parers and fruit presses, while an improvement is noted in ammunition. We quote: Lawn mowers, low wheel, \$2.55 to \$2.75; 9-in. by 12, \$3.30; 9-in. by 14, \$3.55; 9-in. by 16, \$3.80; 10½-in. by 12, \$5.15; 10½-in. by 14, \$4.25; 10½-in. by 16, \$4.65. Garden hose, good quality, 60 off, medium 60, 10 and 10; fair 70 and 10. Hose nozzles, \$3.50 per doz. up. Couplings, \$1 per doz.

Builders' Hardware.—Orders are coming in briskly in a sorting up way, especially from outside points. The local trade has been somewhat quieter the last few days. No change is reported in prices and we quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½¢ to 33¢.

Bolts and Nuts.—The demand maintains strength, and good assorted lots are being sent out all over the country. We quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½¢.

Miners' Supplies.—Picks and drilling hammers are moving fairly well, but there is not so much life in any of the lines as noted a few weeks back. We quote: Miners' picks, 16½¢; pick handles, \$1.85 a doz.; drilling hammers, 6¢ a lb.; crowbars, 3½¢; drill steel, 8¢.

Harvest Tools.—Harvest tools are now probably among the most prominent lines moving. A good consumptive demand is reported, and sorting orders are coming in very freely. We quote: Harvest tools, 50 and 5 off; scythes, cast steel, \$6; better grades, \$7 and up; grass hooks, \$1.60 to \$2 per doz.

Heavy Hardware.—Trade is somewhat quieter again, the holiday affecting this demand, owing to the closing down of large industrial works. We quote: Chain coil, ¼, \$5.25; ¾, \$3.80; ½, \$3.50; ¾, \$3.25; 1, \$3.25; anchors 40½¢ lb. up; merchant bar iron and mild steel, \$1.90; steam gauges, \$1.50 each up; injectors, \$4 to \$18 each; and steam gauges, 35¢ to 80¢.

Wire.—Sorting up orders are coming in steadily, and shipping is, on the whole, satisfactory. We quote: Barb

wire, ear lots, mixed, \$2.45; small lots, \$2.50; plain twist, ear lots, \$2.75; small, \$2.80. Galvanized wire No. 9, \$2.25 in straight and mixed ear lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30 straight and mixed ear lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO

May 27.—While there is an absence of the hustle and bustle about jobbing houses that existed during March, April and the earlier part of May, trading at present is entirely satisfactory. Demand continues for early summer goods and builders' hardware. Repeat orders call for quantities nearly as large as the season's opening bookings.

There is a noticeable feature in hardware buying at present which was not the case some years ago, and that is that while goods are not ordered in such great volume there is a more varied stock wanted; and hardwaremen are not tying up so much of their capital by buying new goods, but are entering the market more frequently.

Demand for roller skates keeps up. Jobbers state they are unable to cope with orders coming in, as manufacturers absolutely refuse to accept any requests for immediate delivery. The lawn mower season is here and the call is for 16-inch machines this year. Last year, it will be remembered, 14-inch wheels were the wanted size. It has been found difficult to fill orders for present requirements owing to the run on this special size.

Prices are unchanged. On the whole the market is firm, and gradually getting stronger.

Seasonable Goods.—Screen doors and window screens, as well as green and black wire cloth are increasing in demand as the season advances. There is, too, a better call for hammocks, hose, lawn seats, and generally all verandah, lawn and garden goods. There is an especially good call for 16-inch lawn mowers and some of the smaller sizes of garden tools. Hay forks and agricultural tools for early harvesting are going out fairly well and there is a steady shipment of shovels of all kinds and sizes.

Builders' Hardware.—The movement of this class of hardware just now is splendid, and is rapidly assuming record proportions. United States manufacturers of locks, etc., say Canadian business is particularly good at present, an opinion that is readily agreed to by our own manufacturers. Building permits for all the towns in Ontario (throughout Canada for that matter) are exceptionally high, which should augur well for builders' hardware right up to the end of the year.

Household Goods.—There is still a fair and steady demand for nearly all seasonable lines—washing machines, wringers, mops, brooms, tubs, pails, general wood-

enware, fruit cutters, etc. There is a good demand just now for refrigerators, particularly of the higher quality and cheaper grades. The call for medium grades has fallen away this year, and is very low compared with the demand for fair and medium ice chests some four or five years ago. Freezers are moving somewhat better than at the beginning of the month, and summer stoves are increasing in sales rapidly every week.

Heavy Goods.—Nails continue to hold first place in demand. There is a good general call for pipe, bars and rods. All prices are firm and unchanged.

Cutlery.—Old country travelers are showing their next winter samples of cutlery, and jobbers are booking fairly heavily. Displays of cutlery for present season's selling are confined just now principally to presentation carving sets for June weddings, though some nice cases of dinner knives are as well being shown. Cut glass and silverware for wedding presents are to the front again.

Sporting Goods.—Automobile supplies are being handled more largely this season than in any previous year. More particularly is this the case in western Ontario where motoring is much indulged in and where there are good roads. Supplies for motor boats, too, are expected to be more largely handled this summer. Baseball goods are really the leader, however; and lacross outfits have greatly increased in demand during the past two weeks. The few days previous to the holiday stimulated business greatly.

Calls for wire and tools are good. Sales are steady. The market for wire products is strong.

U. S. METAL MARKETS.

New York, May 25.—The Iron Age will say to-morrow: The pig iron market is reaching a level at which an increasing number of consumers believe they can safely contract. The low prices recently named in connection with early shipment have been quoted by some producers for delivery throughout the year. Other sellers take the position that blowing out is preferable to large commitments at such prices.

Buying of bars by implement manufacturers, including wagon and carriage makers and all agricultural interests, has been the most active feature of the finished material market. In the past six weeks it is estimated 300,000 tons has been taken by such buyers, and several hundred thousand tons more will be needed if present programmes for product to be marketed in 1911 are carried out. Implement manufacturers in Canada are feeling the market for their bar supply for the coming year.

DOUBLE-POINTED NAILS.

An interesting novelty in nails has been placed on the market by an European firm for driving into the tops of fences and gates to discourage climbing. The nail is also adapted for nailing dowels. A small collar, which rests on the middle shank, is struck by a hammer in driving the nails.

NOVELTIES AND NEW GOODS

SLEDS AND COASTERS.

A special racing pattern of the Fleetwing steering sled is being placed on the market by the Buffalo Sled Company, North Tonawanda, N.Y. The wood parts are made of selected white ash, natural finish, while the runners are made of T steel. This racer pattern is longer than the usual run of the company's other Fleetwing sleds. It is also somewhat narrower and lower, but of equal price. The length of these sleds being greater than the ordinary Fleetwing sleds, the steering radius is greater

and serviceable, second to contrive a device that would swing the door into the door jamb, closing up tightly. To accomplish all this, a device that was compact was necessary, taking up the least possible space.

The frame of the hanger is made from one piece of steel bent by machinery, specially designed for this purpose. A narrow galvanized steel batten is fastened to the outside upper part of the door which, as it does not warp, split or rot, makes the door indestructible. This narrow batten does not reach up



The Improved Glideroll Coaster.

and they are said to operate much easier. The company has made improvements in the Glideroll coaster as offered this season. The side rails are made of steel instead of wood and the top is raised. It is also larger than previous coasters of the same type.

The same company are offering the trade the "Wizard" See-Saw, a device made of selected hard wood lumber, the frame being riveted and bolted together, and painted a bright vermilion. Comfortable seats of pressed steel are supplied and can be adjusted so that the see-saw may be easily operated by the two children whose weight may vary from 60 to 75 pounds. The method of operation is quite simple. The person occupying the low position pulling with the hands, while the person at the other end pushes. In height it is 4 feet, length 6 feet 6 inches, and when extended is 7 feet 6 inches. Wherever the article has been introduced, it has found great favor, especially with the juvenile population.

"WONDER" BARN DOOR HANGER.

A new design of the "Wonder" Barn Door Hanger is being offered the trade by S. B. Martin, Dalton, Ohio. In the latest design, the hanger operates on a channel steel track, which is secured in sections with self-splicing brackets, making it stronger, it is claimed, than any other track of the same weight. In designing the "Wonder" Barn Door Hanger, shown in the accompanying cut, the inventor had two objects in view: First to make a hanger that was strong

and serviceable, second to contrive a device that would swing the door into the door jamb, closing up tightly. To accomplish all this, a device that was compact was necessary, taking up the least possible space.

An important and interesting feature in the Martin Hangers is an arrangement which permits the door to close tight, as a door on hinges. This is said

to be the only device manufactured for this purpose.

Mr. Martin also makes the "Low-Down-High" store ladder in several styles and dimensions.

NEW HORSE SHOE NAIL.

H. S. Howland, Sons & Co., Toronto, are putting on the market under their private brand, the Samson, a high-grade horse shoe nail made of Swedish rods, finely pointed and finished, and put up in five pound packages.

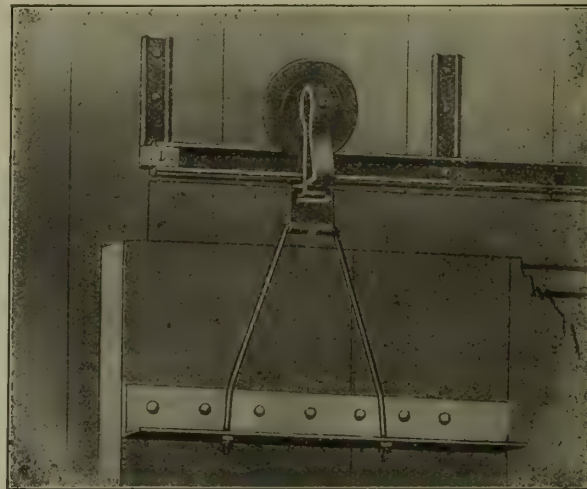
HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Lightning Rod Supplies.—W. H. Turnbull, Brantford, asks where he can buy copper covered lightning rods and points, glass balls and dispersers, the latter being malleable iron fasteners for attaching rods to walls and roofs.

The B. Greening Wire Co., Hamilton, and Dominion Wire Mfg. Co., Montreal, manufacture copper covered rods, etc., Diamond Glass Co., Toronto and North American Glass Co., Hamilton, glass balls and insulators. Regarding the malleable dispersers we know of no malleable foundry making a specialty of making these. They would probably be made on order solely. The Dominion Lightning Rod Co., Dundas, are jobbers of lightning rod supplies.—Editor.

Septic Tanks.—H. H. Gervan, Chilliwack, B.C., ask for information regarding septic tanks.



New design of "Wonder" Barn Door Hanger.

The Dominion Flushing Valve Co., 21 Lombard Street, Toronto, will supply free a pamphlet giving full directions regarding the construction of septic tanks.—Editor.

Iron Gasolene Barrels.—Thos. Kitchion, Ingersoll, Ont., asks the name of the makers of iron barrels for holding gasolene.

The Welded Steel Barrel Corporation, Detroit, are makers of these barrels.—Editor.

Trade News from the Atlantic to the Pacific

St. John Clerks Secure Half-holiday for Summer Months—Hamilton Hardware Firm Buys Large Block of Central Real Estate—Rapid Growth of a Western Town Established Three Months Ago.

ST. JOHN.

May 25.—The hardware clerks of the city have been granted an extra month in the half holiday period. For several years past the clerks have been given the Saturday half holiday during the months of June, July and August, but this year they petitioned the proprietors for the month of September also and the request has been acceded to. The clerks in other lines of business are now planning to get the same concession and it is probable that they will take an active part in booming Citizen's Day at the Dominion Fair in September.

BERLIN.

May 18.—The Berlin Retail Merchants' Association have appointed a delegation of their body to request the town council to increase the transient traders' licenses from \$50 to \$100. Recently, peddlers have become very numerous, and have cut deeply into the sales of legitimate merchants. Steps will also be taken to advertise the Berlin market within a radius of 25 miles, and they will endeavor to establish a mid-week market, to draw the farmers and their trade to the town.

HAMILTON.

May 23.—Stanley Mills & Co. have purchased 82 feet of centrally located land directly opposite the Waldorf hotel on which they expect to build in about three years' time. Following as it does the purchase by the same firm a few weeks ago of four stores a door or so east of their present big place of business, the deal closed bears a great deal of significance. It is the largest block of property on King or James Streets that has been transferred in many years, and while the price has not been given out, it was well over the \$100,000 mark.

"We have an abiding faith in Hamilton and its future," said Edwin Mills. "All our interests are in the city, and we favor central property as an investment. We now hold 225 feet of property within two and a half blocks of the centre of the city. Our latest purchase faces the widest street in the city, the widest sidewalk is in front of it, and it is the nearest spot to the Terminal station. We have reason to know, judging from the results of our excursions to the city, that the immensity of the suburban trade is hardly known yet. The radial lines are to the country within a radius of 40 miles of the city what the street cars are to the outlying districts of Hamilton. Our store will have to be enlarged, and the city is spreading in towards the east. We have men out all over the city taking a census of the traffic at the different corners at certain times of the day. The sidewalk traffic is the best factor in locating a business."

When the new wing of the Ontario Lantern & Lamp Co.'s factory was

formally opened last November, it was thought by the directors that 25 per cent. addition to their floor space would be ample provision for any possible requirements for the next few years. Further extensions have been found necessary, however, and two large parcels of land on Cannon Street have been secured, on which another large wing will be added to their factory, which will give, when completed, nearly one-third more floor space. The company have orders on hand sufficient to cover the whole of their present output for the next twelve months. With this additional equipment, however, they hope to provide for any additional business that may come in.

LONDON.

May 25.—Tenders are being called for by the county of Middlesex for three reinforced concrete bridges in Biddulph township, as well as four in Adelaide township.

A factory to manufacture automobile bodies and assemble the parts is under consideration by Fred. Mitchell, who has a garage here.

The board of education claims to have made a success of an experiment in laying their own cement walks, at a cost of 8 cents per foot. The plan is to be continued.

The city council is to submit to the county council of Middlesex shortly a plan for a joint civic building to replace the city hall and courthouse.

CHATHAM.

May 25.—That Chatham is growing is evidenced by this year's assessment returns, which give the city a population of 10,317, an increase of 130. The assessment has increased nearly \$93,000.

Wm. Gray & Sons have purchased the property formerly owned by McKeough & Trotter and latterly occupied by the Modern Malleable Range Co. as a temporary factory. The Gray company will carry on the manufacture of automobile bodies and tops in the new premises.

BRANTFORD.

May 18.—The Warren Bituminous Co. have been awarded the contract for the top surfacing of the pavement on Dalhousie Street, at \$1.63 per square yard.

Tenders are being asked for the purchase of the Burrill Foundry, Grey St., which has not been used for 2 years.

Harold Hill, of the office staff of the Brantford Roofing Co. was presented with a handsome scarf pin by the travelers and office staff, prior to leaving to take up another position in the gents' furnishing line.

A building permit has been issued to John Peachey for the erection of a new block of stores, with residence overhead, at a cost of \$8,700, in Eagle Place.

The contracts for the addition to the

King Edward School has been let to Seccord & Son, at \$17,400, and for the additions at Ryerson school to James Faulkner at \$12,460. These contracts are exclusive of heating and extras, which will be awarded later.

WINNIPEG.

May 25.—The Canadian Oil Company lost heavily by fire last week when the whole west end of the plant in Elmwood was destroyed. It is believed that the fire was caused through a leaky pipe which conveyed oil from three eighty thousand gallon tanks that stand close to the plant. The loss, which is estimated at \$75,000, is well covered by insurance.

Local wholesale and retail firms are endeavoring to influence the city council in the matter of establishing a salvage corps in the city to save merchandise from loss by fire and water. It is argued that Winnipeg is the only city of its size in the Dominion that has no salvage corps as an adjunct to its fire department. It is estimated that the cost would not exceed \$8,000 per year, and one of the chief points resulting from the system would be the reduction of the insurance rate.

On Wednesday, May 18, sixty of Winnipeg's leading business men left on an excursion through the west, visiting all the cities on the main line of the C. P. R., and Edmonton, Saskatoon and Yorkton on the northern branch. The sole object of the excursion is to increase the commercial relationship between the towns and cities of the west, and was forwarded by the united action of the development bureaus of the various cities which are being visited. Included in the group of excursionists are P. C. Hagarty, Dunlop Tire Co.; J. J. Foote, McClary Mfg. Co.; G. M. Merriek, Merriek-Anderson Wholesale Hardware Co.; C. M. Scott, Hingston-Smith Arms Co.; M. F. Christie, vice-president G. F. Stephens & Co.; H. M. Agnew, Crane & Ardway, plumbers' supplies; W. McMartin, Winnipeg, Ceiling and Roofing Co.; J. W. Ackland, wholesale carriage hardware; W. B. Fallis, Sherwin-Williams Co.; W. A. Woodward, Western Iron Works.

Thos. Hodgson has resigned the position of bookkeeper in the Wood-Valance Wholesale Hardware house after twelve and one half years service. He left last week for Vancouver city to take a similar position with the Vancouver Lumber Co. On the eve of his departure he was presented with a gold watch by his fellow employees.

The Baff Hardware Co., of Portage La Prairie, has dissolved and the entire business goes into the hands of Fred Baff, who has been the senior partner in the firm for several years. J. A. Lindsay, who has acted as manager for the company, has also withdrawn and is at present touring the west before permanently locating in some prosperous community.

M. A. Hayward, for the past three years assistant manager of the hardware department of Robinson & Co., has resigned to travel for the Canadian Oil Co. He will have headquarters at Saskatoon.

The McClary Mfg. Co. have purchased additional property to the extent of 100 feet by 150 feet at the rear of their warehouse on which a temporary storage shed will be erected at once. The

company intend to build a large brick warehouse in connection with the present building in the course of a few years.

SASKATOON.

May 20.—Among the real estate sales reported this week was that of a piece of property 104 feet by 140, on Twenty-Third Street, to J. H. Ashdown, Winnipeg, for a price said to be between \$12,000 and \$15,000. Mr. Ashdown has been here for a couple of days going over the situation and has come to the conclusion that Saskatoon has a splendid location for distributing purposes. As a result, therefore, the Ashdown Co. will erect a large wholesale hardware house here during the coming summer it is expected.

CARLSTADT.

May 20.—A happy indication of the progress which western towns will make this year is the case of Carlstadt, sit-

uated on the C.P.R. main line, and which was placed upon the market late in February. Although, therefore, only about three months old, already \$25,000 worth of property has been disposed of. This townsite was not specially advertised, but was quietly offered for sale at prices and terms calculated to accommodate local residents, and the greater portion of the property already sold was disposed of to men who immediately started business there. "Western Progress," published by the land department of the C.P.R., says that there are already located at Carlstadt three lumber yards, two hotels, one bank, three general stores, two hardware stores, three farm implement dealers, two livery stables, one meat market, one barber, two blacksmiths' shops, pool room, doctor, two painters and fifteen carpenters. The presence of fifteen carpenters in such a new town indicates still further expansion in the near future.

HARDWARE TRADE GOSSIP

Ontario.

M. W. Howell, Goderich, was a visitor in Toronto during the week.

J. H. Morden & Co. has sold their hardware business at Colborne, to Sam McCracken.

Dunlop & Co., Pembroke, have bought the Miner hardware stock of Cobden at 50 cents on the dollar.

Bray Bros, hardwaremen at 2203 Queen street east, Toronto, have sold their business to R. J. Haley.

R. R. Woods, Elk Lake, New Ontario, is building a fine new store to replace the one recently destroyed by fire.

The Parkhill Choral Society, with 100 voices conducted by Ernest A. Humphries, of A. W. Humphries & Son, Parkhill, is to give a concert on May 31.

H. A. Gunn, sales manager of H. S. Howland, Sons & Co., Toronto, has been laid up at home for a week past with a severe cold of the "grip" variety.

C. R. Bloxam, representing Hobbies, Limited, Dereham, Norfolk, England, was a visitor in Toronto, Hamilton and Brantford this week. Mr. Bloxam will visit Winnipeg and other western points next week.

The Peterborough Hardware Co. were the successful tenderers for the year's supply of cement to Lindsay. Their price was \$1.67 a barrel delivered, with 10 cents off for each bag returned. This was better than local dealers offered to contract for.

Montgomery & Ferguson, Haileybury, have been remodelling their hardware store, the floor space being enlarged considerably by the moving of the office back into a new warehouse section recently built. A fine paint department has taken the space formerly occupied by the office.

George A. McMurtry, St. Thomas, grappled with a despondent man in the rear of his store a week ago and prevented him from suiciding. A clerk had sold a revolver and some cartridges to the man, but his suspicions were aroused

and the man was watched with the result stated.

J. C. Gaston, representing Joseph Fenton & Sons (Sykes Works) cutlery manufacturers, Sheffield, Eng., is this week covering Ontario. He was in Toronto over the holiday, which to some little extent interfered with his plans. On Thursday morning he went to Hamilton. From there he will visit London, and then he will go on to the west via Sarnia. Mr. Gaston will go as far as the coast.

W. H. Cottingham, president of The Sherwin-Williams Co., accompanied by G. A. Martin, who looks after the construction of the company's plants, both of Cleveland, Ohio, stopped over the day in Toronto on Wednesday last on their way to Montreal.

J. A. Brodie, who for the past 15 months has managed Frank A. Childs hardware store at Cochrane, Ont., has accepted a position as traveler for the Kennedy Hardware Co., Toronto, his place being taken by Walter Thompson, for the past couple of years with Mr. Childs at his Mathieson store and prior to that with Wm. Beattie, Parry Sound.

The Morrisburg Tack Mfg. Co. has now a new board of directors, composed of Andrew Broder, H. H. Bradfield, W. H. McGannon, William Eager and C. B. Russell. Those retiring from the board were George N. Hickey, J. H. Mullin and Irwin Hilliard. At a meeting of the directors held a week ago, William Eager was elected president; H. H. Bradfield, secretary; R. A. Herring, treasurer; C. B. Russell, managing director.

After a long illness Wm. Robert Evans, a resident of Toronto for 40 years, and who was also for some years engaged in the hardware business in Montreal, died at the former city on Monday last. He returned to Toronto to identify himself with the Copland Brewery. His father, J. J. Evans, was a partner in the old Rice Lewis firm. Deceased was a veteran of the Fenian Raid. He is survived by one son, Copland W. Evans.

Quebec.

J. C. Tinkess, of Hallville, Ont., was in Montreal, for a few days on business.

G. A. Trempe, of A. C. Trempe, Sorel, Que., was a caller on the Montreal hardware trade this week.

C. A. Sharpe and J. P. O'Shea, glass manufacturers of Montreal, and John Brymer, Montreal manager for Jenkins & Hardy, have returned from a fishing trip in the Laurentian Mountains.

The Ross Rifle factory, Quebec, was visited last week by a party of eastern journalists who had gone to the city to await the arrival of the new boat of the Canadian Northern Railway.

I. C. Stewart, president and managing director of the Imperial Publishing Company, Halifax, which issues the Maritime Merchant, was a caller at the Montreal office of Hardware and Metal.

E. Tiffin, of the Intercolonial Railway, stated in Montreal, this week that business in the Maritime Provinces was showing gradual improvement. There were also plenty of good farms with excellent prospects for new settlers.

The merger of five large rubber companies is announced—the Walpole Rubber Company, of Granby, Quebec, the Massachusetts Chemical Co., the Walpole Shoe Supply Works, and the Walpole Varnish works, Walpole, and the Valveless Inner Tube Co., of New York.

James Crathern, Montreal, is reported to be dying. He is a former member of the firm of Crathern & Caverhill, hardware merchants, but had practically retired. He is a director of the Bank of Commerce, National Trust Co., Lake of the Woods Milling Co., President of the Merchants' Cotton Co., and of the Victoria Life Assurance Co., and a member of the Board of the General Hospital.

Western Canada.

A. B. Fleming, of the Manitoba Hardware Co., Brandon, who is on a tour of inspection of the different branches in Manitoba is using an automobile to go from place to place.

A. D. McLeod, brother of Angus McLeod, president of The McLeod Hardware Co., Sydney, C.B., died at Edmonton last week. Mr. McLeod retired from business in the east last September and moved west to live with his son.

Robt. B. McKay, hardware merchant of Melita, Man., died rather suddenly at his home last week. He had been ailing but two days and no serious results were expected until he took convulsions from which he never rallied. He was well-known and respected, being a councillor of the town besides holding other positions.

Maritime.

E. C. Scott & Co., Sydney, C.B., lately moved into their new hardware store.

St. John hardwaremen have granted their clerks a weekly half-holiday during September in addition to the weekly half-holiday during June, July and August.

United States.

J. H. Barlow, of the Ideal Mfg. Co., New Haven, Conn., makers of cartridge reloading tools for rifles pistols and shotguns, has sold his business to the Marlin Firearms Co., New Haven, who have been selling the "Ideal" goods for a quarter of a century.

Please Your Customers

by selling them a guaranteed paint which you know won't come back.

Please Yourself

by selling your customers a paint that nets you large profits and added prestige.

Please Us

by selling a paint we know will please both you and your customers—viz.

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FOR ONE CENT

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A Postal Card will bring it.

We are the *only manufacturers* in the West of
Metal Shingles and Siding, Metal Ceilings and Walls,
Corrugated Iron (Painted and Galvanized),
Eavetrough, Conductor Pipe, etc.

Good Goods. Right Prices. Protection for the Dealer.

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Unlimited Results can be assured by the sale of Quality Heating Apparatus

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

Pease Furnaces are constructed on the principle of "How Good."

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Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

IT WILL PAY YOU

to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you are looking for.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, May 26.—The output has reached tremendous proportions just now and wholesalers find it extremely difficult to make satisfactory deliveries. It must be remembered, however, that the builders' hardware trade has been starved all spring on account of shortages in the retailers' hands, and now when building operations are increasing and long standing demands are growing more and more urgent the present condition cannot be avoided. If by the united effort of manufacturers and jobber the trade can be reasonably satisfied for a few weeks the severe tension now experienced will gradually work off. We quote further advances in chains and the general market is very much disturbed this week. It is difficult to quote standardized and settled prices just now, as many are in transition toward firmer figures.

Carriage hardware, metal roofing, iron pipe, locks and door sets are particularly in strong demand. The nail trade is good and wholesalers are well satisfied with deliveries in this line.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Bolts—Carriage ½ and smaller, 65; 7-16 and larger, 55; machine, ½ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65 spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Blocks—Steel, 45; wood, 60 per cent. Cut Nails—\$3.10 per keg base; pressed spikes, \$3.50 base, usual extras.

Copper—Planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40; full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Clevises—7½ cents per lb.

Enamelware — Canada, 50; Imperial 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 p.c.

Fittings — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.80; 22, and 24, \$4; 26, \$4.20; 28, \$4.60; 30 gauge or

10¾-oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to 1, \$5; No. 2 and larger, \$4.75; feather-weight, \$6.15.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., \$2.45; ⅜-in., \$2.75; ½-in., \$3.30; ¾-in., \$4.10; 1-in., \$5.80; 1¼-in., \$8; 1½-in., \$9.50; 2-in., \$12.70; 2½-in., \$20.80; 3-in., \$27.40; 3½-in., \$34.20; 4-in., \$39; 4½-in., \$43.50. Galvanized, ¼-in., \$3.40; ⅜-in., \$3.70; ½-in., \$4; ¾-in., \$5.25; 1-in., \$7.60; 1¼-in., \$10.35; 1½-in., \$12.70; 2-in., \$17.

Logging Chains—5-16, \$6; ¾, \$5.50; 7-16, \$4.70.

Lanterns—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 24c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; Red Rose, 25½c; Silverlight, 21c; Keystone special, 20c; engine gasolene, 24c-25c; aeme lamp, 30c; White Lily, 23c; Royal, 22½c; White Rose, 24c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100-pound drums, \$2.75; turpentine, bbl. lots, 90c per gal; linseed oil, raw, \$1.05; boiled, 3c per gal. advance on this price.

Pig Lead—\$5. Lead pipe, \$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope.—Sisal, 9½; pure manila, 11; British manila, 9½; lath yarn, 9½c.

Steel Squares.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Solder.—21c per lb.

Screws.—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Stove Pipes. — 6-inch, \$8.69; 7-inch, \$9.31.

Tin Plates.—I.C. charcoal 20 x 28 full box, \$9.25; ¼ box, \$4.87½; IX, full box, \$11.25; ¼ box, \$5.87½; IXX., full box, \$13.25; ¼ box, \$6.87½.

Terne Plates—I.C. plates, \$8.50.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., \$3.05; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Wire Nails.—\$2.80 Winnipeg and \$2.35 Fort William.

Wringers.—Royal Canadian, \$35; new easy, \$39.

MANY NEW TOWNS.

The Canadian Pacific Railway Company are constructing this year new branches to the extent of 380 miles in the Province of Saskatchewan, 30 miles in Alberta and 24 miles in Manitoba. A large portion of this mileage, particularly on the extensions west of Forward, from Outlook to Macklin and from Regina to Colonsay, will open up, while not entirely new territory, fertile districts which have been in the past some little distance from railways, and on these branches there will therefore be established many points which will undoubtedly become business centres of considerable importance.

According to "Western Progress," published by the land department of the C.P.R., there is an opening for a hardware store at Cowley, Alberta.

CEILING AND ROOFING.

The Winnipeg Ceiling and Roofing Co., Winnipeg, have just issued their general Catalogue No. 5 devoted to sheet metal goods. It is a handsome volume of 120 pages and no expense has been spared in providing illustrations by means of which the dealer can take orders for goods which he might not find it profitable to carry in stock. Sheet metal store fronts, fireproof doors and windows, metal sidings, steel shingles, roofings and ceilings are among the many lines splendidly illustrated. A copy will be sent to any hardware dealer on request.

There isn't a job on which the builder figures in which some hardware is not included. Consequently the friendship of the builder should be cultivated, and an interest taken not only in his business but in his personal fancies. If he is a crank on fishing or hunting, a little thought will enable the hardwareman to give some information from time to time which will be appreciated. Regular calls must be made upon builders to secure their trade as they are busy men and accustomed to be called upon. The canvasser should always carry some literature to supply to the mechanics telling of the firm's ability to supply high grade tools. A list might also be secured of the workmen and printed matter sent to their homes.

Ask US to quote you for

PARIS GREEN

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience and know that we can compete

:::

**HOYLE
ROBSON
BARNETT & CO.
LTD.**

HEAD OFFICES:

**35 CLOSE, NEWCASTLE-ON-TYNE
ENGLAND**

CONTRACTORS TO

H. M. ADMIRALTY and WAR OFFICE

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

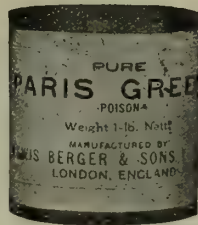
All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER ONTARIO



Berger's Paris Green

Do you know, Mr. Dealer, that your customers are being educated to the use of good, sure-killing Paris Green for their crops? Things have come to the point where the farmer must protect his crops and growing things from the ravages of pests. There is a demand coming to you that is stronger every day. It's for good Paris Green--green that means sure death to pests, no harm to foliage. That's Berger's Paris Green.

It is finely ground and is light in gravity, consequently it stays well in suspension.

It contains less than 2 per cent free Arsenic and therefore does not blight the foliage.

Our proposition is interesting to any dealer not now handling this splendid product.

THE SHERWIN-WILLIAMS Co.

PAINT AND VARNISH MAKERS



CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.



"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



Breinigs Penetrating Stain & Wax Finish

These Stains give that Beautiful Soft Wax Finish now popular in High Class Wood Finishing. A Perfect Finish on any wood with one coat and specially adapted for our B. C. Fir Wood. Stocked in Flemish Oak, English, Brown, Weathered, Lt. Weathered, Green Weathered, Black Flemish and Brown Mahogany. Let us send you Samples of these Stains — They are Business Getters.

The Winnipeg Paint and Glass Co., Limited

EDMONTON

WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The London Concrete Machinery Co. will enlarge their plant at London.

The Henderson Mfg. Co. will build a factory at Winnipeg to cost \$50,000.

The International Tool Co., now at Welland, will build a plant at Dunnville, Ont.

The Lake of the Woods Milling Co. will build a new elevator at East Selkirk, Man.

The Warswick Asphalt Pavement Co. will erect a plant at Victoria, B.C., to cost \$40,000.

The Cranbrook (B.C.) Sash & Door Co. are enlarging their plant, having contracted for the entire output of two mills.

The Big Eddy sawmill at Revelstoke, B.C., has started on the season's cut, which is expected to be the best on record.

The National Paper Mills, of Vancouver, purpose erecting a plant near New Westminster, for the manufacture of pulp and paper.

Plans are being prepared for the erection of an eight-storey cereal mill, with a capacity of 300 barrels a day, for the Western Canada Flour Mills Co., at St. Boniface, Man. Amount of permit, \$150,000.

The Canadian New Way Motor Co. will locate at Welland. This company is a branch of the New Way Motor Co., of Lansing, Mich. It will manufacture air-cooled gas and gasoline engines, and will employ one hundred men.

Municipal Undertakings.

Tenders are being called until June 6 for the construction of sewage disposal works at Regina.

J. F. Connelly, Toronto, has secured the contract for building sewers in Bridgeburg, Ont., his price being \$23,000.

St. John, N.B., is calling for tenders until May 31 for water pipe and sewer excavation and sewer and water pipe supplies.

The La Tuque, Que., council will shortly call for tenders for the construction of a waterworks system. Estimated cost, \$300,000.

Tenders are being received until May 30 for the construction of storm water and sanitary trunk sewers and disposal works at Regina.

The Montreal city road department has awarded the contract for the construction of the Rosemount eastern main sewer to M. Dineen, at \$37,000.

The Vancouver Board of Works have decided on a general sewerage scheme for Mount Pleasant and Fairview. The work will cost over \$100,000, and tenders will be called for shortly.

John Wagner, Cleveland, was awarded the contract for the construction of

the high level interceptor sewer at Toronto, in connection with the trunk sewer, at \$31 per lineal foot, and Ryan & Reilly, Philadelphia, were given the contract for the construction of the trunk sewer syphon at the Don river at \$46,000.

Public Buildings.

The Catholics of Fredericton will build a new school house, to cost \$30,000.

Monro & Lailey are calling for tenders for the erection of the hospital at Prince Rupert, B.C.

The Saskatoon school board have decided to issue \$62,000 debentures and build a new school.

An armory, costing \$100,000, and a Carnegie library, costing \$40,000, will be erected at Port Arthur.

A by-law to raise \$175,000 for a general hospital at Edmonton will be submitted to the people shortly.

St. John's Cathedral, Winnipeg, is to be replaced at once with a new stone building, at a total cost of \$200,000.

For the new Caswell Hill school at Saskatoon the contract has been let to Shannon Bros. & Cassidy, at \$37,973.

City Engineer Murdoch, of St. John, N.B., has estimated the cost of a new incinerator plant from \$50,000 to \$100,000.

Morton Fulton has been awarded the contract for the erection of a \$20,000 addition to the general hospital at Medicine Hat.

Tenders addressed to E. Hepworth, secretary-treasurer, Shoal Lake, Man., will be received until June 1 for the erection of a new school house.

General Building.

The Y.M.C.A. will erect a building at Port Arthur to cost \$40,000.

The Bell Telephone Co. will erect a new building at Owen Sound.

The contract for the two fire stations at Winnipeg has been let to John Saul, Total cost, \$38,975.

A building permit was issued to John Peachy, Brantford, for the erection of a new block of stores and apartments, at a cost of \$8,700.

Regina ratepayers have given a mandate to the city council to immediately proceed with the construction of a street railway, to be operated by the municipality.

Tenders will be received until May 28 for all trades required in the erection of a steel constructed, fireproof warehouse building for Hobberlin Bros. & Co., Toronto.

The Toronto Construction Co. has been awarded the contract for the construction of the C.P.R. from Coldwater to Atherly Junction. The contract will run into about half a million dollars.

Recent building permits at Vancouver include: The Western Club house, \$55,-

000; J. S. Keffington, house, \$5,200; Dr. Wilson, dwelling, \$7,750; F. D. McKay, apartment house, \$10,000; W. A. Clarke, business block, \$50,000; Martin Robertson and John Burns, warehouse, \$40,000.

Recent building permits at Montreal include: Geo. Hall Coal Co., elevator, \$9,000; Bloomfield Bros., four stores, \$9,500; F. J. Bissailon, nine dwellings, \$20,000; Jos. Lanctot, three dwellings, \$10,000; H. Plante & Co., twelve dwellings, \$12,000.

Recent building permits at Winnipeg include: W. Moxam, apartment block, \$50,000; the Logberg Printing Co., an apartment and stores building, \$35,000; Arni Eggertson, three houses, \$13,500; Arni Eggertson, two houses, \$6,000; H. Haldorson, dwelling, \$5,000; Dunn & Wallace, house, \$5,000; Taylor Webb, house, \$11,000; Albert Johnson, apartment block, \$45,000; Smith & Kirkpatrick, two houses, \$9,200; H. Sandison, house, \$5,000; J. Ryan, Jr., house, \$10,000.

Railway Development.

Tenders are being called until May 10 for railway from Nelson to Chatham, N.B.

N. Boyd, Montreal, has been awarded the contract for extension of Greenway and Wakopa branch for the C. N. R.

The C.N.R. has decided to double the capacity of freight sheds at Saskatoon and to erect sheds also on the west side of the river.

The Kettle Valley Railway has called for tenders for building a 20-mile section of the line between Merritt, B.C., in Nicola Valley to Clearwater.

Kingston & Pembroke Railway will carry out a number of improvements on the line this summer, the total cost of which will amount to over \$32,000.

Plans have been prepared by the Grand Trunk Railway Co. to eliminate all their grade crossings in the City of Montreal, and they have asked the Board of Railway Commissioners to ratify this work.

The British Columbia Electric Railway Co. are planning the construction of another new line which will tap a fine timbered section of Langley and Delta. The new road will, it is understood, be built from a point on the Chilliwack division some twenty-five or thirty miles from New Westminster.

The G.T.P. has announced the following contracts at Winnipeg: Thirty miles from Yorkton on the Yorkton-Melville branch to Rigby, to Hyland and Plummer, Winnipeg; from Watrous to Prince Albert, 130 miles, to J. D. McArthur & Co.; from Biggar to Battleford, 50 miles, to the Goulin Contracting Co.; from Balcarres to Regina, the balance of the Regina-Melville branch, 75 miles, to J. D. McArthur & Co.; and for a hundred miles from Regina south, towards the boundary, with a view to swinging round later to Brandon, also to J. D. McArthur & Co. The McArthur Company have been sending grading gangs out from Regina for the past few days.

**"CARRON"
"AYRESOME"
"CLARENCE"
PIG IRON**

Prompt Shipments.
Finest Quality.

A. C. LESLIE & CO.,
MONTREAL LIMITED

NICKEL

The Canadian Copper Co.

**NICKEL FOR
NICKEL STEEL**

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Boost the Bicycle

Let us tell you how

IVER JOHNSON'S ARMS & CYCLE WORKS

Manufacturers of Iver Johnson Revolvers ("Hammer the Hammer")
and Single Barrel Shot Guns.

Factory and General Sales Office, 330 River St., Fitchburg, Mass.
New York, 99 Chambers Street.

Pacific Coast Distributors: Baker & Hamilton, San Francisco, Cal.
Southern Selling Agents: Henry Keidel & Co., Baltimore, Md.

Good Bar Quality

is indispensable to the success of
your business! How are your
stocks?

Reliable Bars

are always obtained
when you insist on
**LONDON
BARS**

They
are
Flawless
and
Uniform
Throughout.

Sales Agents:
Ontario, Baines & Peckover, Toronto
Manitoba, Bissett & Loucks, Winnipeg

**LONDON
ROLLING
MILL CO., LTD.**
LONDON, CAN.



Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to .Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter pertaining to the Tin Shop.

DETINNING TIN SCRAP.

The application of a freezing process for detinning tin scrap has been made the basis of a patent recently granted to Walter J. Phelps, Baltimore. It has been found that when tin-coated scraps are subjected to extremely low temperature the tin has a tendency to separate from the steel or other metal coated by it. The apparatus which the inventor uses in accomplishing this end is an insulated drum in which rotates a perforated cylinder carrying the tin scrap. The axle or shaft of the cylinder is hollow and communicates with a number of nozzles placed along its length through which liquid air or some similar material is conducted. As the drum revolves and the liquid air

to the side of the plan, and through the points in it draw the usual measuring lines. Draw parallel lines to the stretchout intersecting with the points in mitre lines, or plan. A line traced through the points thus obtained will describe the pattern of one side of the article. In this case the ball on top is shown but is a separate piece to be added to make a finish. W. J. R.

COOKING EXHIBITS.

This is a season of the year when cooking exhibits can be arranged profitably, or other demonstrations made of the particular range which the dealer is handling. Bread and cake baking contests, offering prizes to the housewife making the best loaf or cake in

cause there is business to be procured now as well as at any other season if the dealer goes after it with vim and determination.

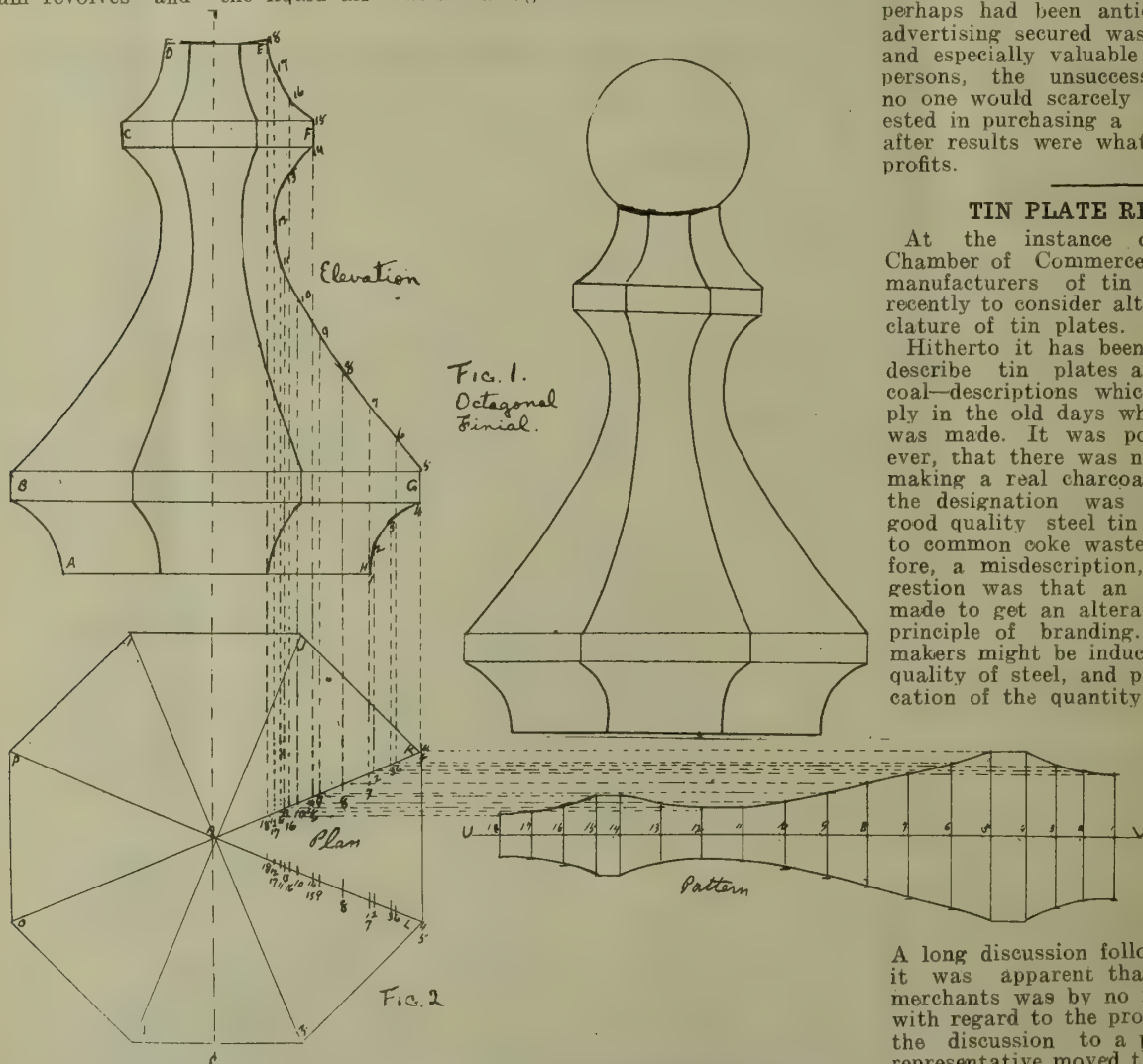
UNIQUE SELLING SCHEME.

C. J. Rees, Burlington Junction, recently tried out a unique scheme for disposing of a steel range. Three weeks prior to the sale of the range, advertisements were put out in different forms, announcing that on a specified day bids would be opened, and the highest one would receive a steel range. Naturally, there was considerable participation and several anxious ones waiting to learn who got it and at what price. All bids were sealed and could be sent in up to the time announced for opening same, at 4 o'clock on a Saturday afternoon. Naturally, no one knew what the other persons bid. When the bids were opened the highest bid was \$45.25, while the regular selling price of the range was \$55. The highest bidder got the range. While the price obtained was not as much as perhaps had been anticipated, yet the advertising secured was of great value, and especially valuable was the list of persons, the unsuccessful bidders, for no one would scarcely bid unless interested in purchasing a range. So the after results were what brought in the profits.

TIN PLATE REFORMS.

At the instance of the Liverpool Chamber of Commerce a meeting of manufacturers of tin plates was held recently to consider altering the nomenclature of tin plates.

Hitherto it has been the custom to describe tin plates as coke and charcoal—descriptions which properly apply in the old days when charcoal iron was made. It was pointed out, however, that there was now only one firm making a real charcoal tin plate, and the designation was still applied to good quality steel tin plates, and even to common coke wasters. It was, therefore, a misdescription, and their suggestion was that an effort should be made to get an alteration made in the principle of branding. They thought makers might be induced to specify the quality of steel, and provide some indication of the quantity of tin per box.



acts on the tin the small particles fall off through the perforations on the drum and are collected below.

OCTAGONAL FINIAL PATTERN.

Let A, B, C, D, E, F, G, H, Fig. 2 be the elevation of an Octagon Finial. The elevation must be drawn in such a manner that one side appears in profile. Draw the plan to correspond with it, divide the profile E.F.G.H. from the divisions. Draw lines to plan in usual way, cutting mitre lines K.R. and L.R. Lay off stretchout U.V. at right angles

one of your ranges, are schemes that never fail to stir up interest wherever tried.

For summer business, of course, there is a variety of gasoline, oil and gas stoves from which the dealer can choose. In towns where there is a gas supply the sale of gas stoves can be developed at this season, and in localities where there is no gas the dealer can fall back on the reliable makes of gasoline and oil stoves.

Whatever is done with the stove department it should not be neglected be-

A long discussion followed, from which it was apparent that the opinion of merchants was by no means unanimous with regard to the proposals. To bring the discussion to a point a Liverpool representative moved that "In the opinion of this meeting, the words 'coke' and 'charcoal' as applied to tin plates should be discontinued." On a division seven voted for the proposition and seven against. The opposition came mainly from the Birmingham merchants who, while they were not entirely hostile to the proposal, expressed the opinion that it would not be possible to give effect to it. As the chairman did not give a casting vote, the proposition fell, but it was considered that the discussion of the subject will have a good effect.

MISSING PAGES 51-52

MISSING PAGES 51-52

The Paint the Painter Prefers

In selecting a line of paints to build up a big business on, Mr. Dealer, you will make no mistake when you get the paints the practical painter prefers. He knows good paint—and his endorsement will send many a customer to your store. Customers that it pays to have, because they come back over and over, and every one ready to speak a good word for your goods when he gets a chance. No paint pleases the practical painter like

MARTIN-SENOUR PAINT 100 % PURE

He likes it because every job he uses it on stands as a silent advertisement of his own workmanship and honesty. There's only one objection he might find with it—it lasts so long. But the honorable man—the man who values his honor—recommends it for that very reason. **So can you.** If you're in business for next year, and the year after the same, you'll get the agency for this paint as quick as you can. Write today and we will make the time mighty short before you have it if you mean business.

*This Sign on the Door
Brings Buyers to Your
Store*



Montreal **THE MARTIN-SENOUR CO., Limited** Chicago

Pioneers Pure Paint

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

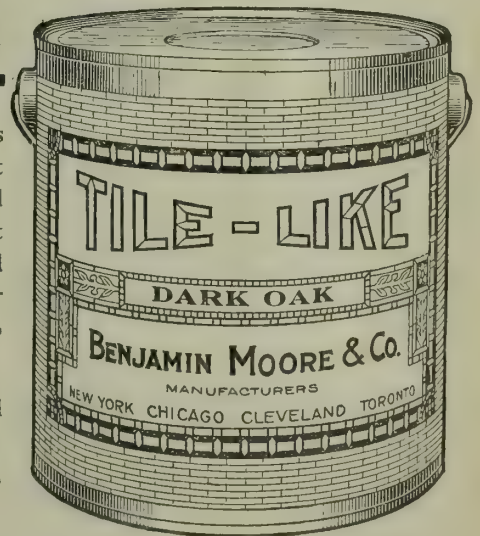
The Maritime Paint & Varnish Co., Ltd., Halifax

Here's a grand line to handle!

TILE-LIKE

"Tile-like" is a coloured Varnish and Stain Combined, which requires no stirring and is uniform in colour from start to finish. It will not hide the grain of the wood, and is admirably adapted for the practical painter's use. Made in eight colours, and in flat ground colour, black and white. Suitable for all kinds of interior work, especially where the wear and tear is considerable. Made of pure Kauri gum, and contains NO ROSIN.

We put all the money into "Tile-like," and don't spend it on expensive consumer advertising. You, Mr. Hardwareman, get all the benefit in price, and you'll find "Tile-like" a splendid seller.



Try it! Send for colour card and prices.

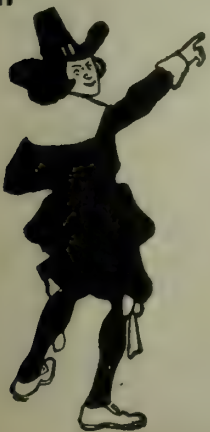
Benjamin Moore & Co., Limited

WEST TORONTO

New York

Cleveland

Chicago



lowest that its ever been, and that there is only about one-seventh the quantity on hand now that there was at this time two years ago. Weather conditions in the South are said to have improved slightly, but it is not expected that the supplies of turpentine to come forward next month will be any greater than they were a year ago,

tive when it appeared a few weeks ago, being the means of bringing a lot of paint business to the store. As will be seen S. W. P. products are featured and full advantage is taken of the advertising helps supplied by that company, the "brighten up" and "little paint man" medallions being used to good advantage to fill in the white spaces in the



Paint Window Display Made by C. C. Lee, Goderich.

so the probability is that the stocks for the present time must continue to be much below the average at the point of shipment.

Linseed Oil.—There is not much change in the local market. In Great Britain the price has advanced slightly and now that the funeral ceremonies are over it is thought there will be normal conditions amongst the mechanics and a greater demand for oil. As seed continues very high the price in Great Britain is likely to advance slightly in the next month. While cutting is not so much in evidence this week there is still dissatisfaction in regard to prices. Raw oil ranges all the way from 92c to 96c for single barrels, and boiled oil from 95c to 99c for like quantities.

White Lead.—With prices ranging from \$5.65 to \$6.50 for ordinary quantities, which are considered low quotations, there is a better sale of the higher grades of white lead than has been the case for several years past. No. 1 grades range from \$5.25 to \$5.60.

Red Lead.—Business is fairly good. There appears to be plenty of red lead in stock. Prices, which are unchanged, run from \$4.25 to \$5.25 in cask lots.

Paris Green.—From present demand one jobber at least thinks there will be a scarcity of Paris green before the middle of June. Prices are holding unchanged.

Seasonable Goods.—Brushes, glues, floor paints, wall coverings, etc., are going forward freely and in satisfactory volume at unchanged figures.

Petroleum.—All lines are steadily in demand, with benzine and gasolene increasing in sales. There is a slight let-up in coal oil, but only for a time, and the market is not at all easier.

FINE DISPLAY AT GODERICH.

Few stores in Ontario have such a wide reputation for good window displays as that of Charles C. Lee, Goderich. Mr. Lee has a large window and takes full advantage of it in arranging his displays.

The paint display shown in the accompanying engraving was very effective

when it appeared a few weeks ago, being the means of bringing a lot of paint business to the store. As will be seen S. W. P. products are featured and full advantage is taken of the advertising helps supplied by that company, the "brighten up" and "little paint man" medallions being used to good advantage to fill in the white spaces in the

HELPING THE AGENT.

There is no line the merchant handles which gives so large an amount of advertising as do prepared paints. The profits are very satisfactory and with the assistance which the manufacturer is ready to afford him the dealer should have no trouble in turning the stock from three to five times in a year, so that the net profit on his original investment is considerable.

The paint manufacturer as a rule takes a broad view of this question, and is interested in the general success of his agents. The agent becomes the recognized representative of the manufacturer in his locality and anything that the paint manufacturer can do to increase the general business of his agent he is glad to do, going on the principle that if the agent handles more hardware he will sell more paint, and the more paint he sells the more hardware. The methods which paint manufacturers use to increase the trade of the merchant are various, including signs both for store and for fences, literature in the form of booklets gotten up in tasteful, attractive style for distribution over the counter and through the mail to prospective trade; color cards of all kinds, personal letters to selected lists of property owners, etc. Magazines containing interesting and valuable information are mailed monthly to the agent and to his customers and are valuable aids to business.—Exchange.

Maglavery Bros., New Liskeard and Englehart, New Ontario, are surrendering their charter and dropping the word "Limited" after their name.

THE CEE-PEE-CO. WOOD TINTS

have a decorative value and an associative charm of appearance which enhances the quiet but rich effect of the Products of the Forest.

They are held in the highest favor by Architects and lovers of genuine beauty. Any one interested in the CEE-PEE-CO. WOOD TINTS may obtain a full set of samples upon wood by writing to The Canada Paint Company.

These Tints are invaluable to high class finishers of all kinds of wood.

They do not raise the grain, accentuate the natural beauty of the wood, and leave a soft, velvety finish. Their great covering capacity makes them a most economical article to use.

THE
CANADA PAINT COMPANY
LIMITED

Another Varnish Deal.

Last week we gave you an illustration of one of the great money-makers in the Varnish line. There are others. Here is one of them:—

**RAMSAY'S
No. 7-20**

**EMPIRE
VARNISH**

It is put up in all sizes of sealed cans, handsomely lithographed, and it makes a splendid show on a man's shelf.

Ramsay's No. 7-20 is a high-grade varnish at a low price, with cans free. It costs under \$2.00 per gallon and is for Buggies, Carriages, Desks, Doors, Cupboards, Garden Ornaments, and all general work where good varnishing is required.

Here are two splendid sellers, widely known, well advertised, and not too high in price for first class work. The two sellers are—

RAMSAY'S UNIVERSAL VARNISH

RAMSAY'S No. 7-20 VARNISH

We have an interesting proposition to make you about these varnishes if you will write us.

A. Ramsay & Son. Co.

EST'D
1842

**Montreal VARNISH
MAKERS**

Honest Paint

is the kind every
hardwareman
wants to handle.



the kind which covers more
surface, holds its color better
and lasts longer than any other
prepared Paint.

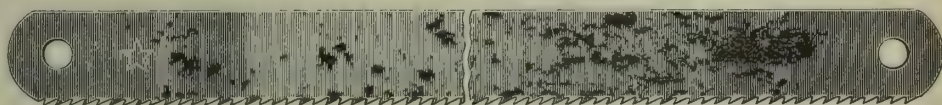
And you, Sir, have solved
this problem if you are selling

**New Era
Paint**

Write for de-
tails and prices
No paint holds
out more possibil-
ities for you.

**Standard Paint and
Varnish Works Co., Ltd.**
Windsor, Ontario

When the Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices? Our new list on this line is

\$3.50 3.75 4.00 4.50 5.00 5.50 6.00 per gross
6 7 8 9 10 11 12 inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

MILLERS FALLS COMPANY 28 WARREN STREET
NEW YORK, N.Y.

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

Oakey's

The original and only Genuine
Preparation for Cleaning Out-
letting. 8d. and 1s. Cansisters

**'WELLINGTON'
KNIFE POLISH**

JOHN OAKEY & SONS, Limited

Manufacturers of

**Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.**

Wellington Mills, London, England

A GOOD IDEA

Try a can of 'Lacqueret' in your own home, and you will be able to talk about it to your customers with more enthusiasm.



The
Brightener of the
Home



The
Brightener of the
Home

Acts like magic

in brightening up any old furniture or woodwork, and you'll find it a 'year-round,' ready and profitable seller.

International Varnish Co., Ltd.

(Canadian Factory of Standard Varnish Works)

TORONTO

NEW YORK

CHICAGO

LONDON

BERLIN

BRUSSELS

2384

Away with prejudice

When it affects your pocket-book

If you are not selling "LYNOIL" it is only because you do not know its value as a Substitute for Linseed Oil. The satisfaction it will give your customers. The profit it puts in your pocket.

One fair trial

That's all we ask

We know what the verdict will be. Send your name and address for a sample.—It costs you nothing—you don't commit yourself.

You merely accept

A Sample of "LYNOIL"

As the first step toward handling a satisfactory and profitable line. Now, before you turn another page—write—

Canadian Oil Companies, Limited

Toronto St. John Montreal Winnipeg or Calgary.

THANK YOU.

HARDWARE AND MATERIAL.

JAP-A-LAC

A HIGH GRADE
VARNISH AND STAIN COMBINED

To the Hardware Trade in Canada—

We wish to announce that we have completed arrangements to manufacture all of our products in Canada, having established a complete and fully equipped Varnish Manufactory at Toronto.

The large demand for JAP-A-LAC and GLIDDEN'S GREEN LABEL VARNISHES for architectural and general use, due to our extensive advertising campaign in Magazines published in the United States, will be largely increased by our advertising campaign to the consumer in Canada.

We intend to make JAP-A-LAC a household word in Canada, just as it is now in the United States and it is to the interest of every dealer in paints to carry a stock to supply the demand we have created, and will continue to maintain.

The quality of our goods is of the highest. Our experience of nearly forty years is back of every gallon we manufacture, and our experienced corps of chemists and varnish makers have personal supervision over all our products.

Our discounts to the trade are liberal, thus insuring a satisfactory profit to the dealers who co-operate with us to reap the benefit of our extensive advertising.

We solicit your enquiry regarding our proposition, which is the most attractive ever offered to the dealer.

THE GLIDDEN VARNISH COMPANY
Toronto, Ontario

Glidden

Berry Brothers'

Famous Varnishes

LIQUID GRANITE

Most durable finish made

LUXEBERRY WOOD FINISH

Best hard oil finish on the market

SPAR VARNISH

STANDS THE WEATHER WELL

Send for Booklets and Prices

Berry Brothers, Limited
Walkerville, Ontario

THE
DOUGALL VARNISH CO.

LIMITED

SUCCESSORS TO

MC CASKILL DOUGALL & CO.



MANUFACTURERS OF

HIGH GRADE VARNISHES

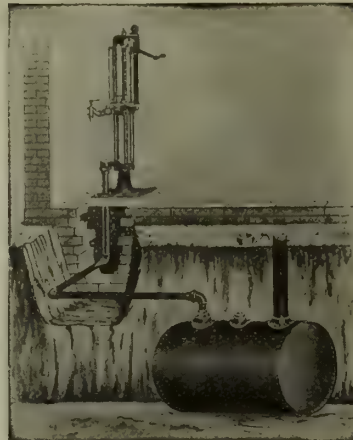
ALSO

CANADIAN MAKERS OF THE

MURPHY VARNISH COMPANY'S
VARNISHES

MONTREAL

CANADA



BOWSER

**Self-Measuring
Systems**

For Handling Kerosene and Gasoline

Emphasize one feature that
is important above all others
in the general store—

CLEANLINESS

From the slopping and drip-
ping of faucets and funnels,
the porous boards of the
floor near the oil supply be-

come soaked through and through, making the appearance
unsightly and unclean. In any store, under the old method of
handling oil, this condition exists—it cannot be avoided. The
merchandise stored near such a place is easily contaminated.
After drawing oil, the least odor from the hands or clothes is
absorbed by the paper used to wrap up merchandise, which
quickly becomes infected with the disagreeable and nauseous
taste of oil.

The only system that will remove these objections is one that will hold the
oil in a tank absolutely leak and evaporation proof, measure the oil accu-
rately into the customer's can with neither spilling nor slopping, dispose
of unclean measures and funnels, and one in which the flow of oil is in-
stantly cut off the moment the desired amount is drawn. All of these
features and more are found in the Bowser Adjustable Measure Oil
Equipments. They will meet any conditions and requirements, being
made in more than fifty different styles.

If you are interested, you need only to drop a card, asking for Bulletin
15, and you will then receive full information.

S. F. Bowser & Co., Limited

66-68 Fraser Ave., TORONTO

Have You Ordered Your Pratt & Lambert Varnishes?

IF not, right now is the time to do so — to start getting the large and steady varnish trade that comes to every Pratt & Lambert Dealer. Right at the start is the time to take advantage of the

NEW PRATT & LAMBERT FACTORY

AT BRIDGEBURG, ONTARIO

Here will be turned out the Varnishes of acknowledged superior quality and absolute uniformity, the varnishes that will satisfy all your old customers and bring you many new ones.

A comprehensive sales plan, with big advertising is going to make the demand for Pratt & Lambert Varnishes felt throughout the Dominion.

If you would benefit by this demand, you will write today for prices and particulars — and learn too, the effective, thorough co-operation Pratt & Lambert gives every dealer.

PRATT & LAMBERT-INC.

VARNISH MAKERS 61 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO

BRIDGEBURG, ONTARIO

NEW YORK

BUFFALO

CHICAGO

LONDON

PARIS

HAMBURG

Distributors: Stewart and Wood, Toronto, Ont. The Staneland Co., Victoria, B. C. Winnipeg Paint & Glass Co., Winnipeg, Manitoba
Calgary Paint & Glass Co., Calgary, Alberta British Columbia Plate Glass & Importing Co., Vancouver, B. C.

Brantine Floor Varnish

A DURABLE FINISH FOR FLOORS

Will stand the most severe wear and washing. The quality is remembered long after the price is forgotten. Manufactured by

SCARFE & COMPANY

Head Office and Factory, Brantford, Ont.

WINNIPEG, MAN., 78 Lombard St. Phone Main 9944

MONTREAL, QUE., 472 Delorimier Ave.

Bell Phone 442

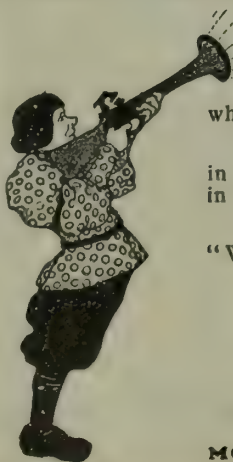
TRY A

Condensed Ad

IN

Hardware and Metal

When writing advertisers kindly mention having seen the advertisement in this paper.



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.

1c. per word for subsequent insertions.

5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,

MONTREAL

TORONTO

WINNIPEG

*God Save
King George V.*

ONTARIO LANTERN & LAMP CO., Limited
Hamilton, Ontario

The LATEST TRIUMPH in MODERN LABOR SAVERS

is the Famous

"NEW CENTURY"

**harnessed to do all the
hard work of washing.**

The Motor is gearless, simple, powerful
and NEW CENTURY quality all the way.

It's the BEST MOTOR hitched to the
BEST Washing Machine made and they're
on hand ready for immediate shipment.

Eastern Agents:

W. L. HALDIMAND & SON,
Montreal

Western Agent:

HARRY F. MOULDEN,
Winnipeg

Makers: **Cummer-Dowswell, Limited - Hamilton, Ont.**





BABBITT METAL

The "KING" Babbitt is known all over the Dominion.
It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed, or Medium Pressure and High Speed.
It has strength and tenacity, and will not crack or beat out under pressure.
The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.
This is a Copperized Metal.

The James Robertson Company, Limited

Montreal Toronto St. John Winnipeg

THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



MAXWELL'S LATEST

is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever, this lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly-block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

DAVID MAXWELL & SONS - ST. MARYS, ONT.



Stanley Tools

THE "HURWOOD" SCREW DRIVERS shown herewith are mechanically the best Drivers ever offered. Blade, Shank and Head are formed of one piece of steel, finely tempered.

We are now prepared to ship from our CANADIAN WORKS our complete line of Iron and Wood Bench Planes, Block Planes, Bit Braces, Spike Shaves and Pocket Levels and as fast as practicable, to these will be added other lines of tools shown in our catalogue.

The word "STANLEY" appears on every tool.

Address all communications to

Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



Letters and Numbers

White Enamelled
Crimson Enamelled
Blue Enamelled
Boston Brilliant (Gold)
Gold Glass
Solid Brass
Stamped Brass
Stamped Aluminum

Also Enamelled Iron, Glass and Brass Signs.

Write for Illustrated Folder and Price List.

J. E. Richardson & Co., 18 Victoria St., Toronto, Can.
Phone Main 7363

CORN AND BEAN PLANTERS



King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

★ STAR BRAND ★



Iron and Steel
BLOCKS for
Wire or Manila
Rope.
Heavy Wood
BLOCKS for all
kinds of work:
special



Star Chain
HOISTS,
Sewer PUMPS.
On sale by all
leading dealers.
Send for
Catalogue H.M.



Blocks

Chain Hoists

DIAPHRAGM PUMPS

Boston and Lockport Block Co.

116 Condor Street, East Boston, Mass.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic; it saves him time and trouble. You can sell a lot of these Wrenches. Make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,

108 Cabot Street, HOLYOKE, MASS., U.S.A.

BLACK JACK

QUICK—CLEAN—HANDY



TRY IT

SOLD BY ALL
JOBBERs

¾-lb. tins—3 doz. in case.

JOSEPH RODGERS & SONS,

SHEFFIELD, ENG.

LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1882

Sole Agents for Canada

James Hutton Company
Montreal

PERFECTION

Watch
the
Diamond

of FIT, THREAD
and FINISH

are leading features of
Diamond Brand Fittings

Our range meets every require-
ment of your trade.

Wholesale only.

FITTINGS LIMITED
OSHAWA, CAN.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or OASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 116 HOLBORN, LONDON E.C. ENG.

Jessop's Steel

To Secure Good Results
Buy it for

Tools, Mining Drills, etc.

Wm. Jessop & Sons, Limited

Manufactory, SHEFFIELD, England

CANADIAN OFFICE: 80 Bay Street, Toronto, Ont.
144 William Street, Montreal, Que.

Neptune Unrivalled Patent Steel Wire

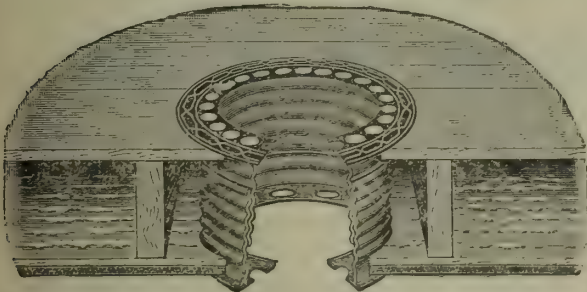
is the Strongest, Most Elastic and Most Economical Wire on the market. The 12½g. and 14g. will save you over 60 per cent. as against No. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
NEPTUNE UNRIVALLED," 12½g.....	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g.....	1125 lbs.	471 yds.
NEPTUNE UNRIVALLED," 14g.....	730 lbs.	2000 yds.
Ordinary Galvanized Wire 10g.....	720 lbs.	729 yds.

Manufacturers: Felten & Guilleaume's Lahmeyerwerke-Actien-Gesellschaft
Carlswerk, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

Show him and he will Buy

Never let a farmer get away from your store until you have shown him the

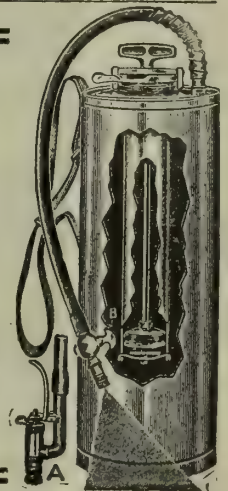
Cavers Automatic Sprayer

This sprayer will save its cost spraying a potato crop alone. Invaluable for destroying pests on hoe crops and fruit trees; kalsomining out-buildings, etc. Runs 6 to 10 minutes automatically. A boy can operate it. Write for full particulars.

CAVERS BROS.

Manufacturers

GALT, ONT.



ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

RIVETS

of any description

BRASS—COPPER—IRON

Perfect Goods

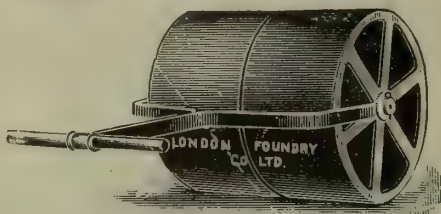
Prompt Delivery

Trial Orders Solicited

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

Get Busy

after the Hotel, Restaurant and Boarding House Proprietors of your district and fill their requirements in

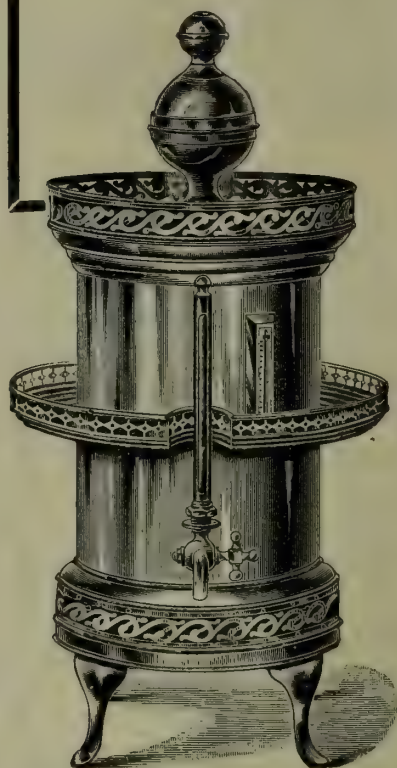
**HOT WATER,
BAR and TEA or
COFFEE URNS.**

We manufacture an excellent line of these goods, nickel-plated on copper, with tumbler warmer, globe funnel thermometer and glass gauge cock.

Write for Illustrated Catalogue.

**The BUFFALO
MFG. CO.**
BUFFALO, N.Y.

Canadian
Representatives:
H. F. McIntosh & Co.
28 Toronto Street
Toronto



The "Cuma" Cultivator



Length over all 18 inches

Nothing made like it for effective work. Cultivates thoroughly and cleans weeds out BY ROOT. Oil tempered steel prongs to stand hard usage. Attractively finished, and sells readily at sight. Sold by jobbing trade.

BAILEY-UNDERWOOD CO., Limited, New Glasgow, N.S.

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Maribank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

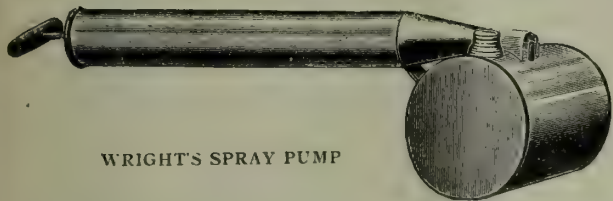
Head office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary

SPRAY PUMP VERMIN EXTERMINATORS



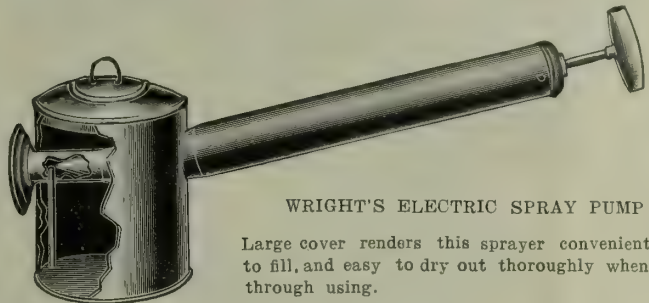
WRIGHT'S SPRAY PUMP

Will operate at any angle. Capacity of tank, 1½ pints. Plain tin, Japanned, Galvanized Well, Brass Well, All Brass.
Packed 1 doz. in a crate.

Both these sprayers are guaranteed to work perfectly. They throw a fine vapor spray, which covers every square inch of surface, and effectually destroys all injurious insects and parasites.

Indispensable to the gardener and the florist.

A necessity to the farmer and stockbreeder, for disinfecting cattle, horses, and stock premises.



WRIGHT'S ELECTRIC SPRAY PUMP

Large cover renders this sprayer convenient to fill, and easy to dry out thoroughly when through using.

Capacity of tank, 2 pints. Plain tin. Packed 1 doz. in a crate.

E. T. WRIGHT & CO., Hamilton, Can.

Winnipeg distributors—Merrick-Anderson Co., Winnipeg, Man.

**Electric
Welded**



**Highest
Quality**

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

**Coll
Chain**

**Logging
Chain**

**Heel
Chain**

**Loading
Chain**

**German
Coll**

**Halter
Chain**

**Tie
Outs**

**Cow
Ties**

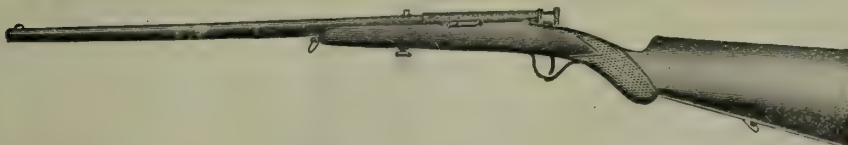
McKINNON CHAIN COMPANY

BUFFALO, N.Y.

ST. CATHARINES, ONT.

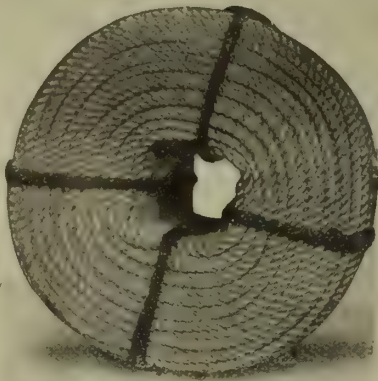
The "BAYARD" Semi-Automatic Rifle

Made for 22 cal. short Smokeless Rime Fire Cartridges



In the Bayard Rifle, the pressure of the explosion is used to push back the breech block to eject the empty shell and to cock the firing pin. After each shot the breech remains open, ready to receive a new cartridge, which is placed automatically inside the barrel by pressing the button of the breech block catch. An easily adjusted safety catch permits the rifle to be locked when loaded. The barrel is fitted with an adjustable target rear sight. Owing to its long range and its great accuracy, the Bayard Rifle recommends itself for target practice and small game shooting.

For Sale by all Leading Wholesale Hardware Houses



PLYMOUTH ROPE

MADE BY
PLYMOUTH CORDAGE CO. - - PLYMOUTH, WELLAND

¶ A Satisfied Customer is the best advertisement you could possibly have; therefore you should give each customer the best value for his money.

¶ This, in the case of rope, does not mean the greatest number of pounds for a certain sum, but rather the greatest length, together with the necessary strength and durability.

¶ PLYMOUTH rope is made with this end in view. Costs a little more per pound but will be found cheaper in the end and much more satisfactory. Quality in rope is economy.

¶ The successful dealer appreciates the above facts and demonstrates them to his customers.



INDEPENDENT CORDAGE COMPANY, LTD.

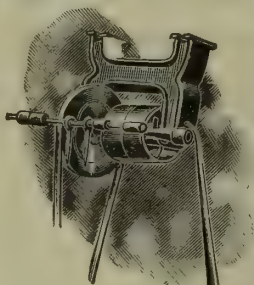
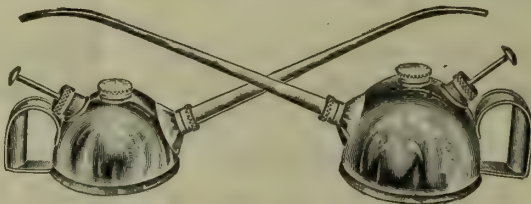
Stocks at
TORONTO
MONTREAL
HALIFAX

ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



Howland's Pump Oilers



For sale by
all Jobbers
in Canada

▲ slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

The AYLMER



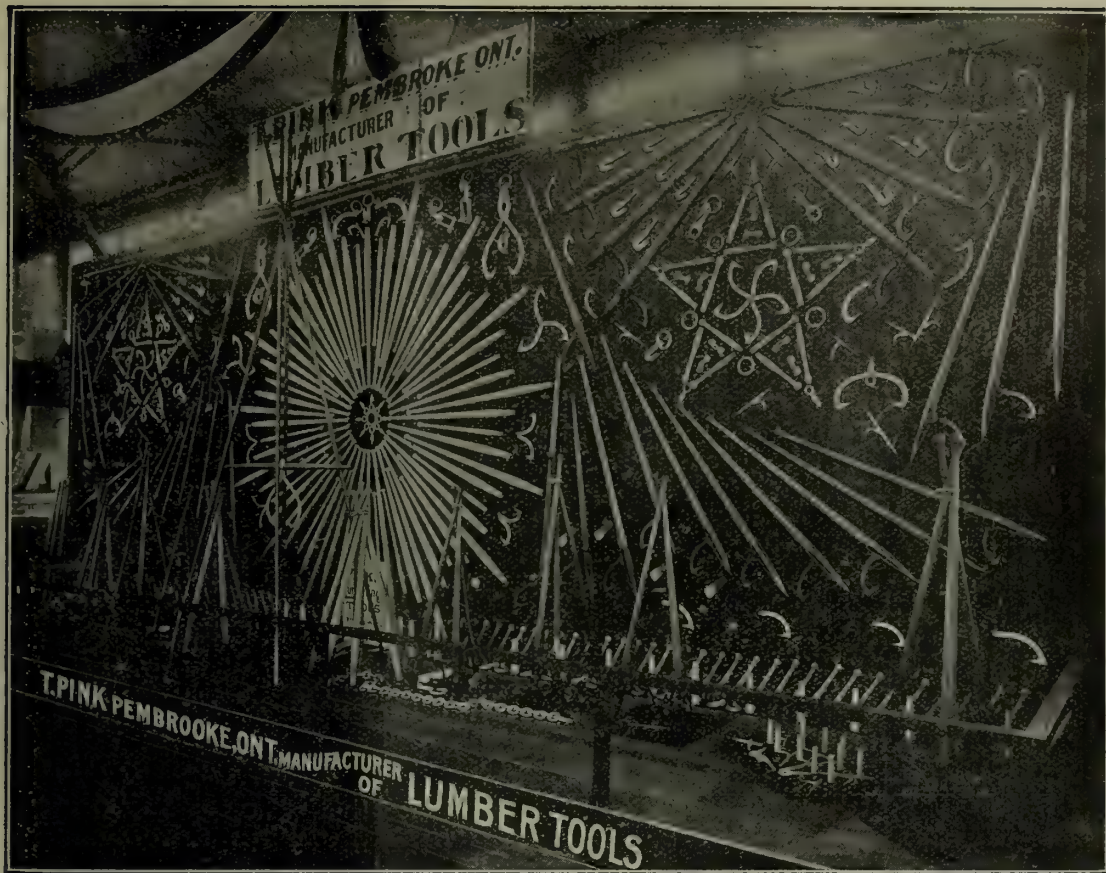
Branch Pipe Double
Acting Force Pump
fitted for Windmill
or Hand use.

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - - ONTARIO

Western Representative:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



THE HIGHEST QUALITY

IS FOUND IN

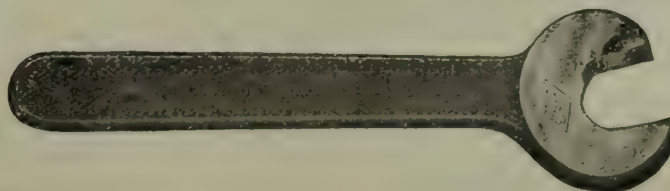
"W & B" Drop Forged Wrenches, because they
are forged from selected steel, are accurately milled
and highly finished.

Our line is the largest and most complete in styles
and sizes in Canada, and we make prompt shipments.

Send us your orders, or write us for catalogue
and prices.

THE WHITMAN & BARNES MFG. CO.

St. Catharines, :: :: Ontario





THE ALASKA IS SUPERIOR TO ALL OTHER FREEZERS

IN CONSTRUCTION—It takes only 15 to 25 seconds to put it together and every part is perfectly adjusted. Compare this time with other makes.

IN QUICKNESS IN FREEZING—The high can exposing more of the mixture to the chill of the ice and salt and the Aerating Spoon Dasher are secrets of its quick freezing.

IN EASE OF OPERATION—Its so simple in construction and so carefully adjusted that it requires the least amount of labor in freezing.

IN RESULTS OBTAINED—The celebrated Aerating Spoon Dasher, with floats like a slotted mixing spoon which are set at an angle, beat up the cream as by hand much smoother than the straight floats, and only from 3 to 4 minutes is required in the freezing.

EVERY FREEZER GUARANTEED TO GIVE SATISFACTION OR MONEY BACK

These are a few reasons why
PROGRESSIVE DEALERS SELL THEM
Agents for the Dominion of Canada

Kemp Manufacturing Co.

Montreal TOR ONTO Winnipeg



Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

BUSTER BROWN CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES

Write for Prices

Western Representatives:

JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.



NO. 1 (SOLID)



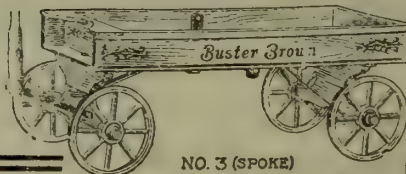
NO. 1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT



NO. 2 (SPOKE)



NO. 3 (SPOKE)

The Woodstock Wagon & Mfg. Co., Limited

WOODSTOCK, - ONTARIO

THE WHITE MOP WRINGER COMPANY

offers the Largest Line of Mop Wringers in the World. Latest improvements. Up-to-date. Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue:

MADE IN CANADA

WHITE MOP WRINGER CO.

Faltonville, N.Y.

Manufacturers of Mop Wringers exclusively



This Trade Mark Insures
Genuineness
Originality
Perfection
Satisfaction



Building Papers FOR ALL PURPOSES

We can give you the best possible value in

Tarred Felt

Roofing Papers

3-Ply Ready Roofing

Coal Tar and Roofing Pitch

P. & B. Cold Storage

Insulating Papers

WRITE US FOR QUOTATIONS ON THESE GOODS.

We want you on our list of customers, if you are not already there.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal



Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

"Klondike" and "Jubilee"

Manufactured by

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

MADE IN CANADA

SUPERFINE LINEN RECORD

For all Commercial Purposes,
Blank Books, Loose Leaf
Sheets and Letter Heads.

Superfine Linen Record will
give you perfect satisfaction.

Envelopes to Match.

Send for our new sample book.

THE ROLLAND PAPER COMPANY, LIMITED
MONTREAL, P.Q.

MADE IN ENGLAND

TERRY'S (PATENT) STEEL SPRING EXERCISERS and DEVELOPERS

Made in hundreds of sizes and strengths



TERRY'S PATENT

No. 91. SINGLE CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade	17/6	22/-	24/-	25/6	36/-	37/6	48/-	60/- per doz.
Prices								

GOOD PROFITS

Send for 20/- parcel.



No. 92D. 6 STRAND CHEST EXPANDER.

Size	0	1	2	3	3A	4	5	6
Trade	116/-	122/-	128/-	146/-	150/-	156/-	174/-	200/- per doz.
Prices								

Fitted with detachable springs, as illustrated.

SEND FOR TRADE LISTS. Hundreds of lines that sell.

HERBERT TERRY & SONS (Box 100)

The Spring Specialists

REDDITCH, ENGLAND

Mention Paper

NEWHOUSE TRAPS



THE
NEWHOUSE

is the best trap made.

Used by professional trappers.

Every trap warranted Sure to

Go and Sure to Hold.

Furs are bringing high prices. Trappers
are planning bigger lines of traps than ever.

This year will be the largest trap year the trade
has ever had. Be sure to have complete stocks
this Fall. Get your share of this trade. Specify now.

ONEIDA COMMUNITY, LTD.

NIAGARA FALLS, ONT.

A WARM HOUSE in winter is a COOL HOUSE in summer

This IDEAL can be achieved by using OUR BUILDING PAPERS and ROOFING.
It saves MONEY and gives COMFORT, at the same time BRINGING BUSINESS to the dealer.
We make these lines to suit the Canadian climate. These are the Brands—

BLACK DIAMOND Tarred Felt



JOLIETTE and CYCLONE Sheathing.

We also sell wrapping papers of all descriptions

ALEX. McARTHUR & CO., Limited

82 McGill Street

MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb. ... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Aluminum, 9c.; No. 4, 6c. per lb.

James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbitt metal, 25c. King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb. Lion Metal Co., Montreal. Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifric-tion, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

Plates, ½ to 1 inch, per 100 lb. ... 2 20 2 20
Heads, per 100 lb. ... 2 45 2 45
Tank plates, 3-16 inch ... 2 30 2 40
Tubes per 100 feet, 1½ inch ... 9 50 9 00
" " 2 " " 8 25 8 50
" " 3 " " 12 00 12 10
" " 4 " " 15 00 15 30
" " 5 " " 19 25 19 45

BRASS.

Spring sheets, up to 20 gauge ... 0 22
Rods, base ½ to 1 inch, round ... 0 21
Tubing, seamless base, per lb. ... 0 25
Tubing, iron pipe size, 1 inch base ... 0 23
Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER Per 100 lb.
Casting ingot ... 14c. 15 50
Cut lengths, round bars, ½ to 2 in. ... 21 00
Plain sheets, 14 oz. 14 x 24 ... 23 00
Plain, 16 oz., 14x48 and 14x60 ... 22 00
Tinned copper sheet, base ... 24 00
Planished base ... 28 00
Braziers, in sheets, 6x4 ... 23 00
COPPER AND BRASS WIRE
Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

Canadian foundry, No. 2 ... 22 00
Middlesboro, No. 3 pig iron ... 17 75
Summerlee, No. 2 ... 20 25
Carron, special ... 20 00
Carron, soft ... 19 75
Cleveland, No. 1 ... 18 75
Clarence, No. 3 ... 18 00
Jarrow ... 17 75
Glenarnock ... 23 50
Radnor, charcoal iron ... 32 00
Ayrshire, No. 3 ... 18 75
Ferro Nickel pig iron (Soo) ... 25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh ... 27 50
Angles ... 2 50
Common bar, per 100 lb. ... 1 90
Forged iron ... 2 05
Refined " ... 2 15
Horseshoe iron " ... 2 15
Mild steel ... 1 91
Sleigh shoe steel ... 1 90
Iron finish machinery steel (domestic) ... 1 95
Iron finish steel (foreign) ... 2 25
Fire steel ... 2 00
Sheet cast steel ... 0 15
Tool cast steel ... 0 20
Tool cast steel ... 0 20
Mining cast steel ... 0 07½
High speed ... 0 65
Capital tool steel ... 0 50
Cammell Laird ... 0 15
Black Diamond tool steel ... 0 08
Corona tool steel ... 0 08½
Silver tool steel ... 0 12½

COLD ROLLED SHAFTING

9-16 to 11-16 inch ... 0 06
1 to 17-16 " ... 0 05½
17-16 to 3 " ... 0 05
Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

10 gauge ... 2 30
12 " ... 2 30
14 " ... 2 30
16 " ... 2 30
18 " ... 2 30
20 " ... 2 30
22 " ... 2 30
24 " ... 2 30
26 " ... 2 30
28 " ... 2 30

CANADA PLATES

Ordinary, 52 sheets ... 2 40
All bright, 52 sheets ... 3 50
Galvanized—Apollo D. Crown Ordinary
18x24x52 ... 4 45
60 " ... 4 70
20x28x80 ... 8 90
" ... 9 40

GALVANIZED SHEETS (CORRUGATED)
25 gauge, per square ... 5 50
24 " " ... 4 50
23 " " ... 3 50
28 " " ... 3 30

GALVANIZED SHEETS

B.W. Queen's Fleur-Gordon Gorbals
gauge Head de-Lis Crown Best
16-20 ... 3 60 3 35 3 60 3 60
22-24 ... 3 65 3 40 3 65 3 65
26 ... 4 05 3 80 4 05 4 05
28 ... 4 25 4 00 4 25 4 25
Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

Apollo brand—
24 gauge, American ... 3 60
26 " " (26 English) ... 3 85
28 " " (28 English) ... 4 10
10½ oz., equal to 28 English ... 4 35

IRON PIPE.

Size (per 100 ft.) Black Galvanized
1 inch ... 2 03
1½ " ... 2 25
2 " ... 2 63
2½ " ... 3 28
3 " ... 4 70
3½ " ... 6 41
4 " ... 7 70
4½ " ... 10 26
5 " ... 16 39
6 " ... 21 52
8 " ... 27 98
10 " ... 30 78

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c. Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95. Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent. Furnaces—45 per cent. Registers—70 per cent. Hot Water Boilers—50 and 10 per cent. Hot Water Radiators—50 and 10 per cent. Steam Radiators—50 10 and 2½ per cent. Wall Radiators—50 and 10 p.c. Specials—25 p.c.

OLD MATERIAL

Dealers buying prices: Montreal Toronto
Heavy copper and wire, lb. 0 11 0 11½
Light copper bottoms ... 0 09½
Heavy red brass ... 0 10
" yellow brass ... 0 08
Light brass ... 0 06
Tea lead ... 0 02½
Scrap zinc ... 0 03
No. 1 wrought iron ... 12 00
Machinery cast scrap, No. 1 ... 16 00
Stove plate ... 12 50
Malleable ... 9 00
Miscellaneous steel ... 5 00
Old rubbers ... 0 09½

LEAD.

Domestic (Trail) pig, 100 lb ... 3 50
Imported pig, per 100 lb. ... 3 75
Bar pig, per 100 lb. ... 4 15
Sheets, 2½ lb. sq. ft., by roll ... 5 00
Sheets, 3 to 6 lb. ft. ... 4 75
Cut sheets ½ lb. per lb. extra.
Cut sheets to size, ¼c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

Bar, half-and-half, guaranteed ... 0 20
Wiping ... 0 18½

SHEET ZINC.

5-owt. oaks ... 6 75
Part oaks ... 7 00

SPELTER.

Foreign, per 100 lb ... 5 75

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$35 00 35 00

Charcoal Plates—Bright
M.L.S., Famous (equal Bradley) Per box.
1 O, 14 x 20 base ... \$5 50
1 X, 14 x 20 " ... 6 50
1 X X, 14 x 20 base ... 7 50

Raven and Vulture Grades—
1 C, 14 x 20 base ... 5 00
1 X " ... 6 00
1 X X " ... 7 00
1 X X X " ... 8 00

'Dominion Crown Best'—Double
Coated, Tissue. Per box
1 C, 14 x 20 base ... 5 50
1 X, 14 x 20 " ... 6 50
1 X X, 14 x 20 " ... 7 50

'Allway's Best'—Standard Quality.
1 C, 14 x 20 base ... 4 25
1 X, 14 x 20 " ... 5 00
1 X X, 14 x 20 " ... 5 75

Bright Cokes.

Bessemer Steel—
1 C, 14 x 20 base ... 4 00
30x28, double box ... 8 00

Charcoal Plates—Terne.
Dean or J. G. Grade—
1 C, 20x28, 112 sheets ... 7 50
1 X, Terne Tin ... 9 00

Charcoal Tin Boiler Plates.
Cookley Grade—
X X, 14x56, 50 sheet box ... 6 75
" 14x60, " ...
" 14x65, " ...

Tinned Sheets.
72x30 up to 34 gauge, case lots 7 25 7 50
" 26 " " " 8 00

WIRE

ANNEALED OUT HAY BAILING WIRE.
No. 19, \$3.80; No. 11, \$3.97; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', discount 30 per cent.; other lengths 20c. per 100 lbs. extra; if eye or loop on end add 25c. per 100 lbs. to the above.

CLOTHES LINE WIRE.
No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London

COILED SPRING WIRE.
High Carbon, No. 9, \$2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras in 100-lb. lots: No. 17, \$5—No. 19, \$5.50; No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.35—No. 26, \$8.60—No. 27, \$9—No. 28, \$9.35—No. 29, \$9.65—No. 30, \$10—No. 31, \$10.35—No. 32, \$10.65—No. 33, \$10.95—No. 34, \$11.25. Extra net-tinned wire, Nos. 17-25 \$2—Nos. 26-34, \$4—Nos. 35-44, \$5. Coppered, 75c.—oil, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. hanks, 50c.—in ¼-lb. hanks, 80c.—in 1-lb. hanks, 50c.—packed in cases or cases, 15c.—bagging or papering, 10c.

HEINISCH SHEARS

TAILORS' SHEARS—TRIMMERS—SCISSORS—TINNERS' SNIPS

You will never lose the confidence of a customer through selling Heinish Shears. On the contrary, you will gain prestige with every pair that goes out of your store. Eighty-five years of experience in shear manufacture are behind Heinish Shears.

R. HEINISCH'S SONS CO.,
NEWARK, N.J., U.S.A.



Sold by all
Jobbers

HAY WIRE IN COILS.
\$2.35 base f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, \$2.75; 6, 7, 8, \$2.70; 9, \$2.25; 10, \$2.75; 11, 2.80; 12, \$2.40; 13, \$2.50; 14, \$3.10. In car lots straight or mixed.

POULTRY NETTING.
2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE.
No. 9 gauge, \$2.35 base; No. 10 gauge, 5c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 5c extra; No. 16 gauge, 70c extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks \$1.

WIRE CLOTH.
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING.
Galvanized barb..... 2 45
Galvanized, plain twist..... 2 75
Car lots and less.
Dominion special field fencing, 3½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE.
Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5; 1 inch, \$16.50.
Black, 1st grade, 6 strands, 19 wires, ½, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES.
Galvanized..... 2 85
Plain..... 2 60

PAINTS, OILS AND GLASS

BARN PAINT.
In barrels, 1-gal. tins..... 0 80 0 85
In barrels, 5-gal. tins..... 0 80 0 85

PAINT AND HOUSEHOLD, 75 per cent.
BEESWAX.
Per lb..... 0 40

CHROMIUM.
In casks per lb..... 0 07

Sulphate of copper (bluestone)..... 0 07
Litharge, ground..... 0 05
" flaked..... 0 05
Green copperas (green vitrol)..... 0 01
Sugar of lead..... 0 09

COLORS IN OIL.
Venetian red, 1-lb. tins pure..... 0 09
Chromine yellow..... 0 18
Golden ochre..... 0 11
French..... 0 09
Chrome green..... 0 11
French permanent green..... 0 15
Blauwriters' black..... 0 12
Marine black, 25 lb. tins..... 0 05

GLUE.
French medal..... 0 10
German common sheet..... 0 10
German prima..... 0 15
White pigfoot..... 0 15
Brantford medal..... 0 10
" brown sheet..... 0 10
" golden sheet..... 0 13
" gelatine..... 0 22
" white gelatine..... 0 23
" white glue..... 0 12
" 100-lb. cask..... 0 10
Brantford all-round glue, ¼-lb. packages, 15c.; 1-lb. packages, 25c. Discount.

PARIS GREEN.
Montreal Toronto
Drums, 50 and 100 lbs..... 0 19 0 19
Packets, 1-lb., 100 in case..... 0 21 0 21
" ¼-lb.,..... 0 23 0 23
Tins, 1-lb., 100 in case..... 0 22 0 22

PARIS WHITE.
In bbls..... 0 90

PIGMENTS.
Orange Mineral, casks..... 0 08
" 100-lb. kegs..... 0 09

PREPARED PAINTS.
Per gallon in qt. tins

Sherwin-Williams paints..... 1 70
Canada Paint Co.'s..... 1 60
Globe house paint (Windsor)..... 1 25
" New Era" house paint (Windsor)..... 1 35
Benj. Moore Co.'s "Ark" and..... 1 25
Moore's pure linseed oil, H.C. 1 35
Brandram-Henderson's "English"..... 1 60
Ramsay's paints, Pure..... 1 41
" Thistle..... 1 10
Martin-Senour 100 p.c. pure..... 1 70
Senour's Floor Paints..... 1 45
Jamieson's "Crown and Anchor"..... 1 51
Jamieson's floor enamel..... 1 75
Island City pure paints..... 1 50
Sanderson-Pearcy's, pure..... 1 40
Robertson's pure paints..... 1 40

PLASTER OF PARIS.
Per barrel..... 2 39

PINE TAR.
Half-pint tins, per dozen..... 0 60

PUTTY.
Standard..... 2 20
Bulk in casks..... 2 45
" 100-lb. drums..... 2 45
Bladders in bbls..... 2 70

RED DRY LEAD.
Genuine, 560 lb. casks, per cwt..... 4 75
Genuine, 100 lb. kegs..... 5 25
No. 1, casks, per 100 lbs..... 4 25
No. 1, kegs, per 100 lbs..... 4 75

SHINGLE STAINS.
In 5-gallon buckets..... 0 75

TURPENTINE AND OIL.
Montreal Toronto
Prime white petroleum per gal..... 0 13
Water white..... 0 15
Pratt's astral..... 0 17
Castor oil, per lb., in bbls..... 0 08
Motor Gasoline single bbls..... 0 17
Benzine, per gal single bbls..... 0 15
Turpentine, single barrels..... 0 83
Linseed Oil, raw..... 0 97
" boiled 100..... 0 90

VARNISHES.
Per gal. cans.
Carriage, No. 1..... 1 50
Pale durable body..... 1 50
" hard rubbing..... 3 00
Finest elastic gearing..... 3 00
Elastic Oak..... 1 50
Furniture, polishing..... 3 00
Furniture, extra..... 1 20
" No. 1..... 0 95
" union..... 0 80
Light oil finish..... 1 35
Gold size Japan..... 2 00
Turps brown Japan..... 1 17
No. 1 brown Japan..... 1 10
Baking black Japan..... 1 35
No. 1 black Japan..... 0 75
Benzine black Japan..... 0 75
Crystal Damar..... 2 50
No. 1..... 2 25
Pure asphaltum..... 1 40
Oilcloth..... 1 50
Lightning dryer..... 0 83
Elastolite varnish..... 2 00
Granite floor varnish..... 2 50
Maple Leaf coach enamels..... 1 20
Sherwin-Williams' Royal varnish..... 2 50
Canada Paint Co.'s white enamel..... 3 50
Canada Paint Co.'s sun varnish..... 2 00
" Kyanize" Interior Finish..... 2 40
" Flint-Lac" coach..... 1 80
B.H. Co.'s "Gold Medal" in cases..... 2 50
Jamieson's Copaline..... 2 50
Flatline floor finish..... 3 00
Elastic exterior finish..... 4 25

Island City Dreadnought Finish..... 2 51
C.O. Co's. Permanite, interior..... 2 00
" Herculo, exterior..... 2 70
" Reflex, floor..... 2 25
" Japanite Dryer..... 1 25
Stovepipe varnish, ½ pint, per gross..... 8 00
Pure white shellac varnish, in barrels..... 1 75
Pure orange..... 1 70
No. 1 orange..... 1 25

WINDOW GLASS.
Size United Inches. Star Double Diamond
Under 26..... \$4 25 \$ 6 25
26 to 40..... 4 65 6 75
41 to 50..... 5 10 7 50
51 to 60..... 5 35 8 50
61 to 70..... 5 75 9 75
71 to 80..... 6 25 11 00
81 to 85..... 7 00 12 50
86 to 90..... 15 00
91 to 95..... 17 50
96 to 100..... 20 50
Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb
Montreal Toronto
Munro's Select Flake White..... 6 25 6 40
Elephant Genuine..... 6 25 6 40
Lily Pure..... 5 75 5 90
Tiger Pure..... 5 55 5 70
Monarch (Windsor)..... 6 50
Essex Genuine (Windsor)..... 5 50
Brandram's B. B. Genuine..... 7 00 7 15
" Anchor," pure..... 5 50 5 65
Ramsay's Pure Lead..... 5 50 5 65
Ramsay's Exterior..... 5 25 5 60
" Crown and Anchor," pure..... 5 75 5 90
Island City pure lead..... 5 75 5 90
Sterling C.P..... 5 75 5 90
Sanderson-Pearcy's..... 5 25 5 65
Robertson's C.P. lead..... 5 50 5 65
Decorators' Pure..... 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).
Extra Red Seal, V.M..... 0 07

WHITE ZINC IN OIL.)
Pure, in 25-lb. tins..... 0 08
No. 1, "..... 0 07
No. 2, "..... 0 05

WHITING.
Plain, in bbls..... 0 70
Gilders bolted in barrels..... 1 00

HARDWARE

ADZE.
Carpenters', per doz..... 12 50 14 00
Plain ship, "..... 18 00 22 00

AXES AND HATCHETS.
Single bit, per doz..... 6 00 9 00
Double bit..... 10 00 12 00
Bench Axes..... 6 75 10 00
Broad Axes..... 22 75 25 00
Hunters' Axes..... 5 00 6 00
" Boys' Axes..... 6 75 8 50
Lathing hatchets..... 4 70 10 00
Shingle..... 1 45 6 75
Claw..... 1 70 5 00
Barrell..... 5 50 6 85

ANVILS.
Taylor-Forbes, prospectors..... 0 05
Buckworth, per lb..... 0 10

AMMUNITION.
" Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, not 90 days.
F.O.B. any jobbing point east of Manitoba.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent, 30 days; mo. extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 30c.; no. 28 ball, \$1 20. per 100 lbs.; bags less than 25 lbs., 8c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits..... 30 and 10
Irwin's auger..... 47½
Gilmour's auger..... 80
Rockford auger..... 50 and 10
Gilmour's car..... 47½
Clark's expansive..... 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

stearns wood track..... doz. pairs 4 50 6 00
Zenith..... 9 00
Atlas, steel covered..... 5 00 6 00
Perfect..... 8 00 11 00
New Milo, flexible..... 6 50
Double strap hangers, doz. sets..... 6 40
Standard jointed hangers, "..... 6 25
Steel King hangers..... 6 50
Storm King and safety hangers..... 4 25
" rail..... 4 85
Crown..... 6 50
Crescent..... 7 25
Sovereign..... 7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft)..... 3 25

BARN DOOR LATCHES

Challenge, dozen..... 3 25
Defiance, dozen..... 3 75
Gem dozen..... 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

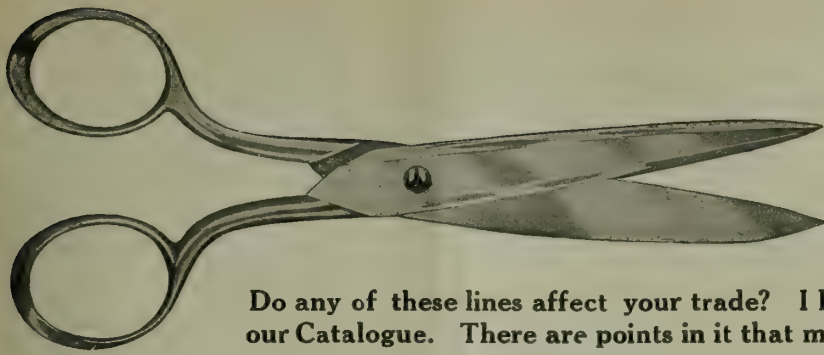
Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 8 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per doz 70
" " 7-16 and up..... 70
" " Norway Iron (\$5 list)..... 60
Machine Bolts, ½ and less..... 60, 10 and 10
Machine Bolts, 7-16 and up..... 55, 5 and 10
Punch Bolts..... 60
Blank Bolts..... 60
Bolt Ends..... 60
Sleigh Shoe Bolts, ½ and less..... 60 and 10
" 7-16 and larger..... 55 and 5
Coach Screws, new list..... 75
Nuts, square, all sizes, 4c. per lb. off.
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods per lb., ½ to 6c.
Stove Bolts, 80



Do any of these lines affect your trade? I hear you say YES! Then write to-day for our Catalogue. There are points in it that mean money for you!

Clauss Shear Co'y.

169 Spadina Avenue

TORONTO

Always cut to the point

Here are a few kinds you can handle!
Household Shears — Stork Scissors —
Embroidery Scissors — Manicure Scis-
sors — Carving Shears — Dressmakers'
Shears — Metal Shears — Pruning Shears.

PIECED WARE.

Discount 40 per cent.
" of flaring ash buckets, 40 per cent.
" 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pits, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RASORS.

	per doz.
Boker's	7 50
" King Outter	15 00
Henckel's	7 50
Clauss automatic safety	27 00
Clauss perfect stopper	18 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manila rope	0 10½
" British " Manila	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 08
Lath Yarn, single	0 08½
" double	0 08½
Sisal bed cord, 48 feet	0 65
" 60 feet	0 80
" 72 feet	0 95

Cotton clothes line, 27½ off	0 27
Bag, Russian twine, per lb.	0 26
Wrapping, cotton, 3-ply twine	0 30
" 4-ply twine	0 30
Matress twine per lb.	0 55
Staging	0 27

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and
12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½ lb. packages
10 per lb.; ¼ lb. packages 3c. per lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Vory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickel-plated, "	0 80
" handles, japanned, per gross	8 40
common, plain	4 25
plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 8 to 30 lbs	1 43

SASH COORD.

No. 8, per lb	0 34½
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SAWS.

Atkins Hand and Crosscut, 25 per cent.
Diston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS.

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 23½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne — Imperial
Standard, 35; Weigh Beams, 35; Champion
Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS.

	Per cent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	\$5 00
" iron, per doz.	4 25

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 65	1 00
North Bros., No. 30	per doz.	16 80

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japa-
65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS.

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, \$3.00, \$3.50
Micmac and Rex sticks, \$4.00, \$6.00.
Pucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;
No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Diston's 60 and 10 p.c.
Stanley Y squares, size 7½, doz. net.. \$2 85

SNATHS.

Harness, 25 per cent

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000 7 50
Eureka tinned steel, hooks	8 00

STAPLES.

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS.

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS.

5 and 6-inch, common	per doz. 1 22
7-inch	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75
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STONES—OIL AND SCYTHE.

Washita	per lb. 0 25	0 37
Hindostan	" 0 06	0 10
" alip	" 0 18	0 20
" Axe	" 0 10	0 10
Deer Creek	" 0 10	0 10
Deer Creek	" 0 15	0 25
" Axe	" 0 15	0 25
Lilly white	" 0 42	0 42
Arkansas	" 1 50	1 50
Water-of-Ayr	" 0 10	0 10
Scythes	per gross 3 50	5 00
Grind, 40 to 200 lb., per ton	20 00	22 00
" under 40 lb.,	24 00	24 00
500 lb. and over	28 00	28 00

TACKS, BRADS, ETC.

Carpet tacks, blue, 80 and 10 p.c.; tinned,
85; (in kegs), 40; cut tacks, blue, in dozens
only, 80 and 10; 1 weights, 60; Swedes cut
tacks, blue and tinned, bulk, 85 and 5, in
dozens, 75 and 10; Swedes, upholsterers',
bulk, 90; brush, blue and tinned, bulk, 70
and 10; Swedes, gimpy, blue, tinned and ja-
panned, 82½; zinc tacks, 35; leather carpet
tacks, 35; copper tacks, 45; copper nails, 50;
trunk nails, black, 65 and 10; trunk nails,
tinned and blue, 65 and 10; clout nails, blue
and tinned, 65 and 10; chair nails, 35 and 10;
patent brads, 40 and 10; fine finishing, 40 and
10; lining tacks, in papers, net; lining tacks,
in bulk, 15; lining tacks, solid heads, in bulk,
75; saddle nails, in papers, 10; saddle nails,
in bulk, 15; tufting buttons, 22 line in dozens
only, 60; zinc glaziers' points, 5; double
pointed tacks, papers, 90 and 10; double
pointed tacks, bulk, 55; clinch poi shoe
rivets, 45 and 10; cheese box tacks,
trunk tacks, 80 and 20; strawberry box tacks,
80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 364, 66 ft., each	3 70
Chesterman's linen, No. 1822, 66 ft., ea.	1 10
" Metallo, No. 1821	1 95
" Steel, No. 1840, 50 feet	4 90

TROWELS.

Diston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE).

	Doz
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 85
Hold-Fast (formerly Devil) Mouse Traps	0 80
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES.

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs.	3 55	
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square	77 50
Dowsell	48 75
New Century, Style A.	93 75
Ideal Power	165 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50
20 per cent.	

WINGERS.

Royal Canadian, 11 in., doz.	48 25
Improved Royal Canadian, 11 in.	48 75
Eze, 10 in., per doz	47 25
Bicycle, 11 inch	58 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 in.	49 75
Ottawa, 3 year, 11 in.	56 00
Favorite, 5 year, 1 in.	67 60
20 per cent.	

WHEELBARROWS.

Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neckyokes, 36 in.	0 95
" " doubletrees, 44 in.	1 15
" " lumbermen, 44 in.	1 15

WOOD HANDLES.

Second growth ash fork, hoe, rake and
shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel
handles, 45 p.c.
No. 1 and 2 ash fork, hoe, rake and shove
handles, 50 p.c.
White ash whiffletrees and neckyokes,
All other ash goods, 40 p.c.
All carriage, maple and oak goods, excepting
carriage and express whiffletrees, 40 p.c.
Hickory, maple, oak carriage and express
whiffletrees, 45 p.c.

WRENCHES.

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS.

Canadian, 50 per cent

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Claus Shear Co., Toronto.
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Thos. Garritt & Son

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McArthur, Alex., & Co., Montreal.
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Kemp Mfg. Co., Toronto
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Specify for the products of

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STOVE and TIRE BOLTS; BRIGHT WIRE GOODS

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STRICTLY HIGH GRADE. TESTED & PACKED



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THE CUTTA PERCHA & RUBBER MFG. CO.
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We Can Quote Lowest Prices for.

LONDON WHITING—all qualities

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Rubber Belting. For Mines, Lumber Mills, Tanneries, Flour Mills, Grain Elevators, and General Factory Service.

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RUBBER MATS, MATTING and PLAIN RUBBER FLOORING—"Canadian" Interlocking Tiling, "Diamond" Inlaid Rubber Flooring, MOULDED GOODS and SPECIALTIES—For all purposes. RUBBER CLOTHING and a full line of rubbered textile goods. "Canadian" Automobile and Carriage Tires.

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VOL. XXII.

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NO. 23

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JOHN WILSONS
CELEBRATED
"PEPPERCORN AND DIAMOND"
BRAND CUTLERY.
TRADE MARK
BUTCHERS' STEELS



Canadian Agents: DORKEN BROS & CO. MONTREAL

"Queen's
Head"
Galvanized Iron
Not yet equalled in quality.



John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
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Not "Just as Good," but a GREAT DEAL BETTER!

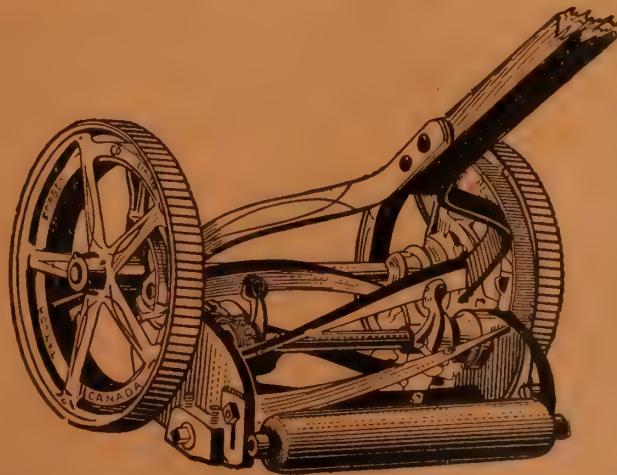
That's the claim we make for TAYLOR-FORBES Lawn Mowers—that they are better value than any imported machines.

WHY?

Because all our machines are self-sharpening—cross bars, girts and shafts being double the weight and strength of any imported machine. Steel plates for cylinders and knife-backs in all our machines are double the thickness of any imported machine. All cylinder wings are made of malleable iron—cast iron is used in imported machines. All wheels on our machines are three times the weight of any imported machine.

Look into this lawn-mower proposition most carefully!

There's money in it for you!



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Largest Manufacturers of Lawn Mowers in Canada

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The **IRONCLAD** *Alarm*



*It rings to
beat the band*

THERE'S a feeling of *strength* and *security* about an IRON-CLAD that you do not get with any other alarm.

It sets rigidly *anchored* in place by its massive weight, *cleared for action*—every part of its machinery safely *shielded* behind a sturdy cast iron *armor*.

It's a great clock for *hardware* men, for all dealers that can't *bother* with clock repairing—it's a great clock to sell with your name on.—It's knockproof, it's dustproof, it's dropproof.—You *couldn't hurt* it unless you tried.

Packed 12 in a box with advertising matter. Dealers' names printed free on dials in lots of 24. Height 5 inches. Dial 2½ inches. Weight 2½ lbs. Rings 35 seconds; can be shut off at will.

Stocked by 28 Canadian Wholesalers.

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**EXTRUDED METAL
PADLOCKS**

CORBIN CABINET LOCK CO.
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CABINET, TRUNK, SUIT CASE LOCKS
AND TRIMMINGS.
MISCELLANEOUS HARDWARE,
KEYS AND KEY BLANKS.

**CHICAGO
SPRING BUTTS**

A PRODUCT OF RECOGNIZED SUPERIORITY

Combining all the valuable features which experience
has demonstrated to be desirable.

Chicago Spring Butt Company.
CHICAGO NEW YORK

Send for Catalogue M 26

**Here are Three
FREEZERS
THAT SELL**

And have sold successfully for
nearly a quarter of a Century.
They are well advertised from
season to season, are in demand
and satisfactory to dealer and user.

They are not an experiment, on
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but perfect in every detail, placing them in the front line of standard
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Silver Medal, Canadian National Exhibition, Toronto, 1905

Silver Medal, Canadian National Exhibition, Toronto, 1906
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Gold Medal, Canadian National Exhibition, Toronto, 1909

Handle goods you KNOW will give absolute satisfaction—mean permanent customers and increased business.

Manufacturers of "Eastlake" Steel Shingles and "Metallic" Building Materials.



2477

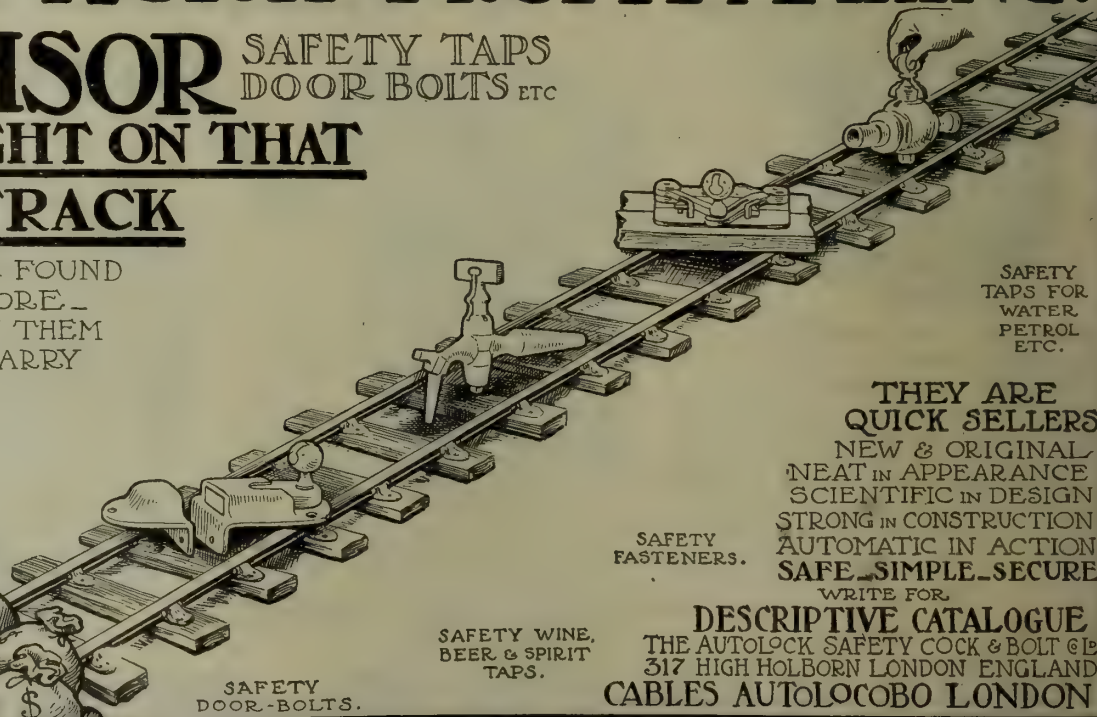
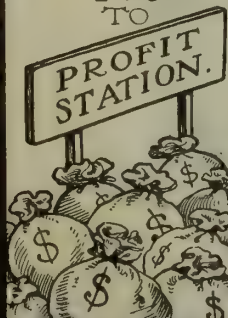
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THE PATENT **VISOR** SAFETY TAPS
DOOR BOLTS ETC
**ARE RIGHT ON THAT
TRACK**

& SHOULD BE FOUND
IN YOUR STORE—
IF YOU CARRY THEM
THEY WILL CARRY

YOU
TO

PROFIT
STATION.



SAFETY
TAPS FOR
WATER
PETROL
ETC.

THEY ARE
QUICK SELLERS

NEW & ORIGINAL
NEAT IN APPEARANCE
SCIENTIFIC IN DESIGN
STRONG IN CONSTRUCTION
AUTOMATIC IN ACTION
SAFE—SIMPLE—SECURE

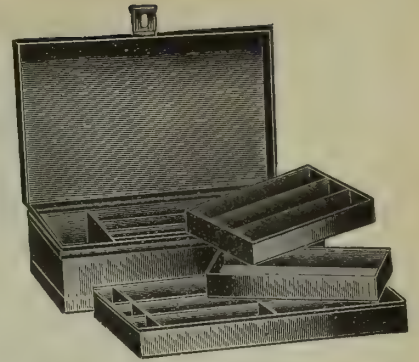
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DESCRIPTIVE CATALOGUE
THE AUTOLOCK SAFETY COCK & BOLT CO. LTD.
317 HIGH HOLBORN LONDON ENGLAND
CABLES AUTOLOCBO LONDON

SAFETY
FASTENERS.

SAFETY WINE,
BEER & SPIRIT
TAPS.

SAFETY
DOOR-BOLTS.



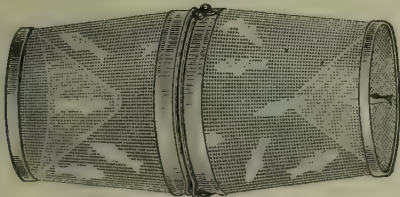
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WE SHIP SAME DAY ORDER IS RECEIVED



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BASE BALL GOODS, CROQUET, HAMMOCKS, LAWN FURNITURE, GO-CARTS, ETC.



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Skinner's Spoon Baits, K. & K. Animated Minnows, Karkauf
Wooden Minnows.

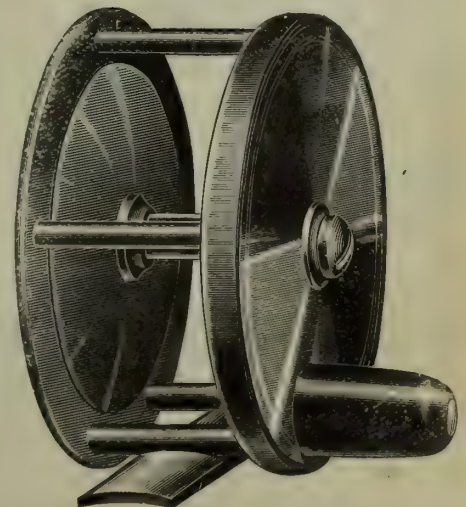
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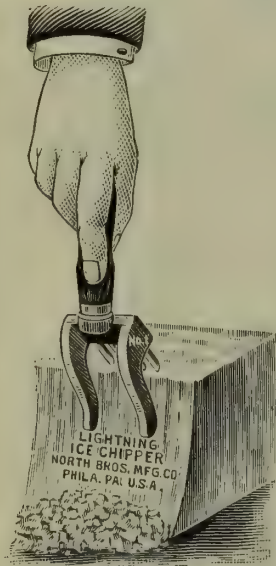
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Is the Hardware Merchant's best Salesman for Ice Cream Freezers and Ice Tools. Are you prepared to meet the demand when it comes?

By stocking the celebrated "Frost King" Freezers, you will not only meet the demand but will increase your Sales, as they are the BEST and CHEAPEST freezers on the market. All metal parts, both inside and out, are heavily tinned, making them Rust Proof and Hygienic. Special feature, the Freezer with the Steel Frame.



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ICE CHIPPERS



ICE PICKS



ICE TONGS

Write for Prices and Circulars on the Frost King Freezers

We Ship Promptly.

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We Ship Promptly.



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Montreal

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Canada



A HOT
IRON



A COLD
HANDLE



No. 70 REGULAR HOUSEHOLD SET
Two seven pound irons, one six pound iron, asbestos covered stand, and hood with handle, one set in a wood box.



No. 30

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Weight, complete, 3 lb. each, with asbestos covered stand.

No. 10

TOURIST IRON
Weight, complete, 1½ lb., with asbestos covered stand.



**WHOLESALE
DISTRIBUTORS**

ASBESTOS SAD IRONS

AN IRON FOR EVERY PURPOSE

Exposed parts finely nickel-plated and highly polished.

Hot Weather is Asbestos Iron Time

The hood completely shuts off escape of heat at top and sides, yet leaves handle cool.

Every atom of heat is used to best advantage, no unnecessary heating of the house.

Why not try a window or store display of these goods just now?

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SLEEVE IRON



Weight, 2½ lb. each, complete with asbestos covered stand.

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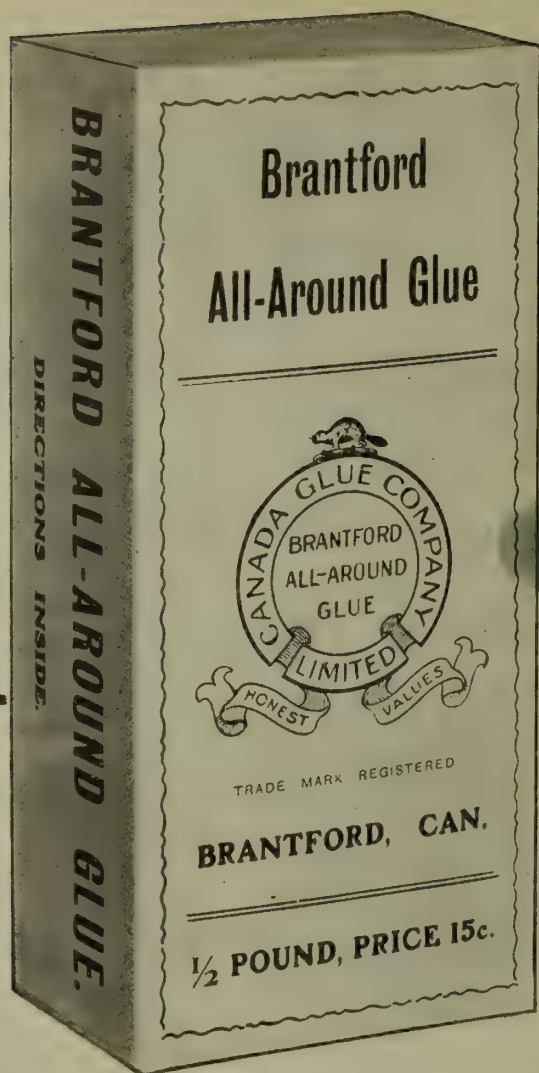
Weight, 4 lb. each, complete with asbestos covered stand.



Caverhill Searmont & Co

MONTREAL and WINNIPEG

In
Sealed
Cartons
1lb, $\frac{1}{2}$ lb
and
 $\frac{1}{4}$ lb,
retail-
ing at
25c, 15c
and 10c.



Something New— Package Glue

The Selling of a guaranteed article is always a pleasant and profitable business for the retailer, and we assume the responsibility of pleasing your customer by standing back of every package of

BRANTFORD ALL-AROUND GLUE

(GRANULATED)

with a guarantee of quality.

We have successfully applied the package idea to glue in our ALL-AROUND GLUE—the glue which will bring you more trade, because it is the best.

ALL-AROUND GLUE is best for the Cabinet-Maker, Carpenter, Painter, Book-Binder and Householder—in fact, for all who want the BEST GLUE.

ALL-AROUND GLUE is made in Canada by the largest Glue and Gelatine Works under the British Flag.

ASK FOR DISCOUNT

IF YOUR JOBBER CANNOT SUPPLY YOU—WE WILL.

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BRANTFORD, ONTARIO, CANADA

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Manufacturers of Glue and Gelatine of all kinds and for all purposes.

—“SAFE”—

Was the decision of the Umpire. Why?—Because he beat the throw.

We are supplying the trade with a line of Sporting Goods that Fill the Bill. Orders are coming in hand over fist and every “Samson” Glove, Ball or Bat that we send out, goes with a confident feeling that the Player who ultimately buys:—

Samson Baseball Supplies

will receive an article built of materials and on patterns that go to make the best. We realize that “quality is the best salesman” and endeavor at all times to have the most for the money, in our brand. The season is on now. Let us supply you.

H. S. Howland, Sons & Co., Limited

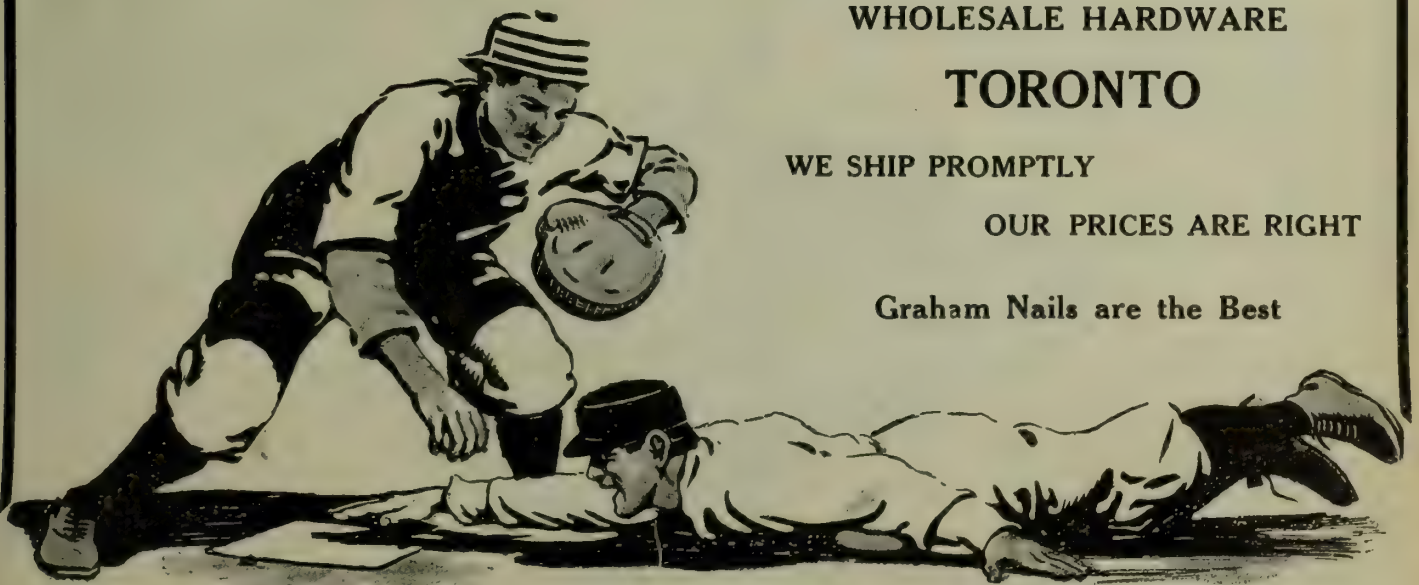
WHOLESALE HARDWARE

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

Graham Nails are the Best





CRESCENT
BRAND

BUTTS

**A GOOD LEADER
FOR THE
BUILDERS' HARDWARE
Department.**



(3 x 3 full size)

Builders to-day are asking for
Crescent Brand Butt Hinges

A satisfied customer is the best advertisement

CANADA STEEL GOODS CO., Limited

HAMILTON

Manufacturers

ONTARIO

Something New

The Crown Mop

Unconditionally guaranteed to give perfect satisfaction. Patent applied for.

It has the following array of good points over all others:

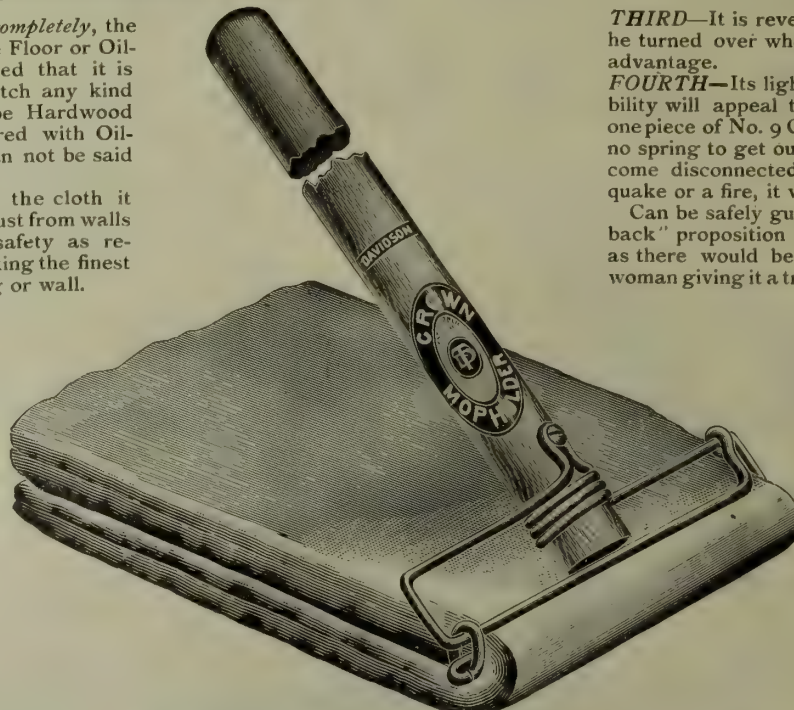
FIRST—It overcomes, *completely*, the danger of scratching the Floor or Oil-Cloth, it is so constructed that it is *impossible* to mar or scratch any kind of a floor, whether it be Hardwood Finish, Painted or covered with Oil-Cloth or Linoieum, this can not be said about any other mop.

SECOND—By changing the cloth it can be used to wipe the dust from walls or ceilings with perfect safety as regards scratching or marking the finest painted or papered ceiling or wall.

THIRD—It is reversible, that is, the mop can be turned over when using, without any disadvantage.

FOURTH—Its lightness, strength and durability will appeal to the user, being made of one piece of No. 9 Coppered Steel Wire, it has no spring to get out of order, no parts to become disconnected, and barring an earthquake or a fire, it will last a lifetime.

Can be safely guaranteed on "your money back" proposition by the retailer to the user, as there would be no possible chance of a woman giving it a trial and then parting with it.



*Ask our
travellers
about
them*

*and
try a
sample
dozen*

N T PRICE
\$1.25 per doz.
TO THE TRADE

Made by

NOTE—Price does
not include the
cloth.

THE THOS. DAVIDSON MFG. CO., Limited, Montreal and Winnipeg

SEVENTEEN YEARS IN SERVICE AND GOOD FOR LIFE



Here is an interesting letter we received recently from one of the well-known and most skillful carpenters in Progressive South Dakota :

HENRY DISSTON & SONS,
Philadelphia, Pa.

Dear Sirs :—

Received plunger for saw set and thank you for prompt shipment after my order.

Am sending a photo of myself and my Disston saw which has been used continually for seventeen years.

The saw is a Disston D. 8 and is one of the first I ever owned. The quality is of the best, as are all the saws of Disston make. This one has just the right temper and toughness to stand the hardest wear and use.

I am a lover of good tools and always buy the best there are.

Although the saw has been used constantly for 17 years, I am still using it every day and expect it to last as long as I wish to work at my trade.

Yours very truly,

FRANK WILSON, Hayti, S.D.

Many thousands of carpenters have had just such experiences as Mr. Wilson.

Many of them still have Disston saws in active use which were made 40—even 50—years ago, and were handed down to them by their forefathers.

More work goes into a Disston saw—more comes out of it.

HENRY DISSTON & SONS, (Incorporated)

Keystone Saw, Tool, Steel and File Works,

PHILADELPHIA, Pa.

Branches :—Chicago, Cincinnati, Boston, New Orleans, Memphis, San Francisco, Seattle, Portland, Spokane, Vancouver, Toronto



Armstrong Ratchets

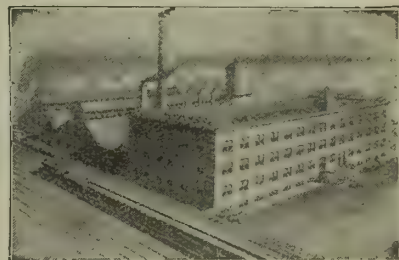
The Best and Most Complete Line Made
Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

UNIVERSAL RATCHET

Each Ratchet
is packed in a
Cardboard Box.



OUR NEW LINE

DEALERS!

Do you want the
Best Made, Best
Packed and Best
Advertised
Ratchets?

Two inches of motion at end of
handle, IN ANY DIRECTION,
will drive the Drill.

Patented Nov. 8, 1898,
Sept. 29, 1900.

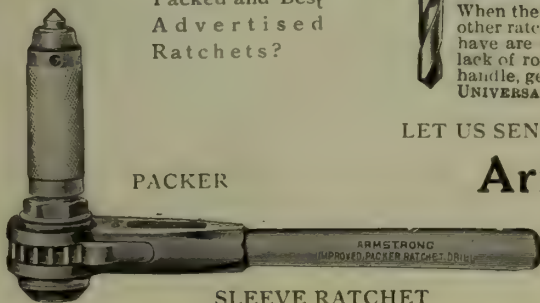
When the
other ratchets you
have are useless for
lack of room to move the
handle, get an "ARMSTRONG
UNIVERSAL" and it will do the job.

LET US SEND YOU A CATALOG

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.



PACKER

SLEEVE RATCHET

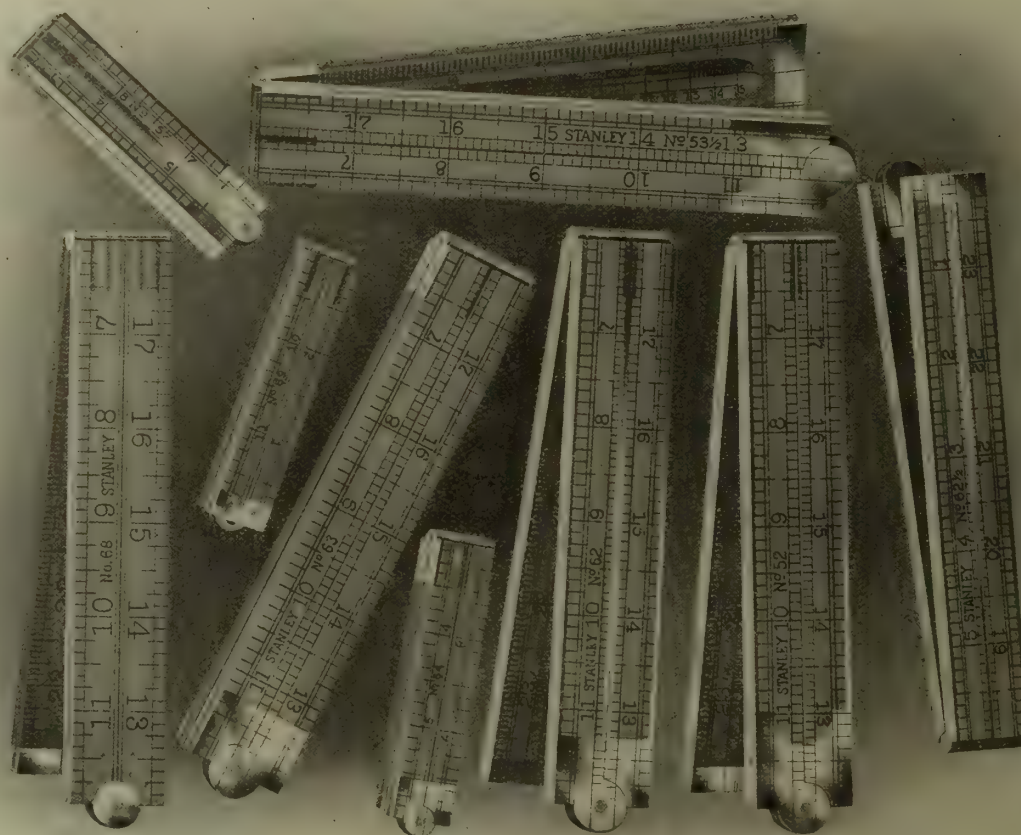


"STANDARD" REVER-
SIBLE RATCHETS

"Hard-to-Please"
USERS prefer
ARMSTRONG
RATCHETS

They stand
the racket.

BOILER
RATCHET



Stanley Tools

BOXWOOD RULES as manufactured by us have a superiority due to the quality and seasoning of the wood, to the weight of the metal used in the Joints and Trimmings, the nicety of graduation, and the care given to the finish. The Rules are made in a wide variety of numbers, varying in length, width, forms of joints and plates, style of trim, and graduation.

We are now prepared to ship from our CANADIAN WORKS our complete line of Iron and Wood Bench Planes, Block Planes, Bit Braces, Spoke Shaves and Pocket Levels, and, as fast as practicable, to these will be added other lines of tools shown in our Catalogue.

ADDRESS ALL COMMUNICATIONS TO



Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



Hitch Your Wagon to a Star!

Identify Your Store With the Gillette

In practically every line of goods now-a-days there is one make which stands out pre-eminent. Through genuine merit and persistent advertising people have been convinced that this particular article is undoubtedly **the best.**

He is a wise dealer who turns this popular conviction into cash in his bank and prestige in his community.

By making "leaders" of the recognized "bests" you not only get the cream of the trade in these particular lines, but you quickly gain the reputation of having "the best stock in town." You know the value of such a reputation.

Probably the best advertised, best known and best liked of these leaders is the

Gillette Safety Razor

Everybody knows the GILLETTE—every man who has one likes it—and most of the men who haven't one want it.

A good GILLETTE window trim or counter display stamps your store as a store of quality. It gives you a share of the prestige which is everywhere associated with the word "GILLETTE." It attracts new customers. It brings in substantial profits.

We make the best razor in the world. Our advertising, backed up by quality, has created a demand far larger than that for all other safety razors combined. The dealers who display GILLETTES and GILLETTE SIGNS are getting the business, the prestige and the profits. Are YOU?

Another New One!

Gillette Pocket Edition in Leather Case, Velvet Lined.

No. 505.	Morocco Grain Case; Triple Silver Plated Razor	\$5.00
No. 505A.	English Pigskin Case: Triple Silver Plated Razor	5.50
No. 505B.	Real Seal Case: Gold Plated Razor	6.00

INCLUDE A FEW OF THIS STYLE IN YOUR NEXT ORDER.

THE

Gillette Safety Razor Co.
of Canada, Limited

Office and Factory : 63 St. Alexander Street, Montreal



Concerning Crusoe

YOU have all read about Robinson Crusoe—how he was wrecked on a desert island and how he got away. Do you remember the scheme he adopted for attracting the attention of passing ships? He built a flag pole at the very **top** of the highest hill on the island—then he hung up his flag, his signal, his trade-mark as it were—he **advertised**.



When one flag got worn out he didn't quit—not he—he hung out another and another, and kept everlastingly at it till he got what he wanted—a ship.

Now what about you on your little island? The Gurney-Oxford advertising force has the flag and the staff—you have the hill, and if you say the word we'll hang up your signal, and your ship, the public, will stop at **your** island instead of being borne past on the current caused by some other fellow's advertising. We will nail your flag **away at the top**—it will be seen by the people and your island will be transformed into a business centre in a surprisingly short time. We make the flag out of newspaper publicity, the staff from hand-painted show cards and high-grade literature. We keep it flapping by co-operation. If you are interested, if you think we can help your business, send a line to the Sales Manager of The Gurney Foundry Co., Limited, Toronto.

HUMIDITY

FROM A

PHYSICIAN'S STANDPOINT



The "GOOD CHEER" CIRCLE WATERPAN FURNACE

ALONE CONFORMS TO THE PHYSICIAN'S
STANDARD OF HUMIDITY REQUIREMENTS

Get posted on this important subject by reading our booklet on "Humidity and Humanity"—it's yours for the asking.

Extract from address of Dr. William F. Colbert, before the Federal Furnace League at their meeting at Hotel Astor, New York, May 10, 1910. (*The American Artisan.*)

"It is desirable to add moisture to the air and to maintain a proper relative humidity in the house during the winter months. The indoor relative humidity, in the Eastern States, should be maintained between fifty and sixty per cent. From the standpoint of the physician, this would be very desirable, as it would produce a distinct decrease in the number of catarrhal conditions of the mucus membranes of the respiratory tract and thereby produce a decrease in all of the diseases of the respiratory tract; for it is difficult for pathogenic organisms to effect an entrance through a healthy mucus membrane.

"If a proper relative humidity is to be maintained in a building, it is necessary, during the winter months, to add moisture to the air in the building whenever a system of heating is operated. Assuming an ordinary winter day, with a temperature of thirty degrees Fahr., and a relative humidity of sixty per cent, the relative humidity of the indoor air at a temperature of seventy degrees Fahr. would be less than thirteen per cent. With the outdoor temperature at zero Fahr., the indoor relative humidity would be less than four per cent. dryer than the Desert of Sahara. As a matter of fact the percentages of relative humidity in actual practice are higher than those mentioned, because the exceedingly dry air extracts moisture from the woodwork, and the furnishings of the room, from lavatories and sinks, from cooking, from green plants and from the bodies of the occupants of the room; but the percentages of indoor relative humidity never approach the normal percentage of humidity of the outdoor air, and are entirely too low for the maintenance of good health.

"It is true that the percentages of relative humidity are higher in houses heated by a Direct System of Heating, but the increases are due to accumulated bodily refuse and are only indices of the impurity of the air. The higher the relative humidity, with a Direct System of Heating, the more foul the air. For myself, I prefer to be excused from breathing air with a high relative humidity when the humidity is derived from the bodies of the occupants of a room.

"As it is impossible to properly humidify the air in connection with a Direct System of Heating, we have here an additional argument in favor of the Indirect Systems of Heating.

"From these facts, as laid before you, I have been able to reach but one conclusion, that is, that the only hygienic methods of heating the home, are the Indirect Systems, with provision for the maintenance of an indoor relative humidity but slightly lower than the outdoor relative humidity, and, in well built, air-tight houses, a formal system of ventilation."

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

Western Branch:—156 Lombard Street, Winnipeg, Man.

DISTRIBUTING AGENCIES:—McLennan, McFeely & Co.,
Vancouver. B. C.

Wood, Vallance Hardware Co.,
Nelson, B.C.

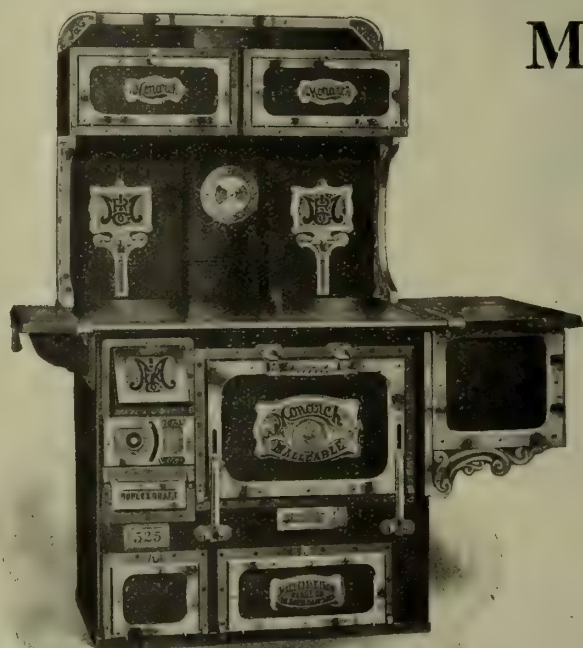
Ross Bros., Limited
Edmonton, Alta.

Monarch
MALLEABLE
The "Stay Satisfactory" Range

Monarch
MALLEABLE
The "Stay Satisfactory" Range

IMPORTANT

Announcement



MONARCH
MALLEABLE
RANGES

Now sold in
Canada
direct to
dealers.

In the seven years just past we have found that the old method of marketing through jobbers deprived the dealer of the assistance in retail sales that we are able to give him.

It did not provide a means to further develop his business, as well as our own.

For this reason we have arranged to distribute MONARCH Ranges direct to the dealers through our own representatives...

In this way we can give each customer that close intimate attention, so essential in developing his sales and protecting his profits.

The wonderful success of MONARCH Ranges here in the States is directly the result of the assistance we give dealers in making sales to their customers.

We are now prepared to give this effective assistance to dealers in Canada. We can make prompt shipment from warehouse stock at Winnipeg to all points west.

Let us show you how you can increase your range business and get a better profit on each range sale. Write us at once for our No. 10 catalogue with prices, f.o.b. Winnipeg. We will include with the catalogue complete information concerning "Our Plan of Assistance." Address,

MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin

HAMILTON JEWEL GAS RANGES

FOR MANUFACTURED OR NATURAL GAS



Gas Ranges with Coal Attachments

This Coal Stove can be attached to any of our Gas Ranges and will be found very convenient if the supply of gas is low, if extra heat is required in the kitchen, or for burning paper, etc. We supply legs of different lengths to suit any of our Gas Ranges.

The coal attachment is a complete stove in itself with two 8-inch Cooking Holes, Duplex Grates, Pouch Feed, Damper and Large Ash Pan. Can also be fitted with Waterfront for Heating Boiler.

SIZE OF COAL BURNER :—Top $11\frac{1}{2}$ in. wide, $27\frac{1}{4}$ in. front to back ; Fire-box $7\frac{1}{4}$ in. wide, 17 in. long, 8 in. deep ; Ash Pan 6 in. wide, 18 in. long, 5 in. deep.

MANUFACTURED BY

THE BURROW, STEWART & MILNE COMPANY, LIMITED
Hamilton - Ontario

The Tropic Furnace

The Tropic is an entirely new furnace and is made to compete with the cheaper grades—

The Grates are the popular triangular pattern, and are easily removed by releasing the supporting arm in front.

The high front improves appearance and simplifies the making of casings.

The Grate Shanks are covered in front so that dust cannot escape.

The dust flue releases the ashes during shaking operations so that dust does not escape.

The two-part fire pot is very durable, being of good weight.

The steel radiator is well constructed with heavy steel.

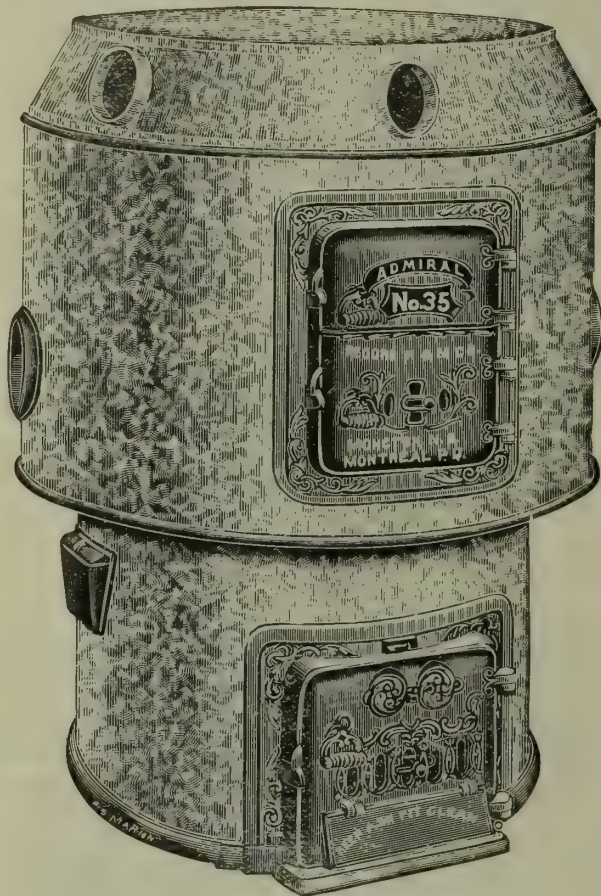
Our endeavor has been to place as good a furnace on the market as can be bought for the money.

Write to-day for prices and circular, and if there is no Kelsey agent in your town ask us for our exclusive agency proposition.

The Jas. Smart Mfg. Co.,
LIMITED

WINNIPEG, MAN. BROCKVILLE, ONT.

THE QUALITY



of the material throughout used in the ADMIRAL FURNACE is the best money can buy of that particular kind. It at once calls forth the ENTHUSIASM of the dealer who sees it.

IT IS ALSO PROVING A HAPPY PROPOSITION FOR EVERY DEALER WHO IS HANDLING IT, AND NO WONDER. Its construction is ideal, its heating qualities are perfect, every known feature of convenience, as well as some that are DISTINCTLY ITS OWN, are embodied in its make-up.

It will burn wood or coal, fits any basement, and can be operated by a child.

WORRY ENDS WITH THE ADMIRAL. HOME COMFORT ALWAYS. BACKED BY OUR GUARANTEE, THAT IS THE CONVINCING ARGUMENT.

WE HAVE NO COMPETITIVE PRICES. JUST REASONABLE PRICES.

WRITE FOR PARTICULARS

The Record Foundry & Machine Co., Limited

MONTREAL AND MONCTON, N.B.

Sales Agencies at Toronto, Winnipeg, Calgary, Vancouver and St. John's, Nfd.

THE RETAILERS class the houses which advertise in their trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

**ORNAMENTAL
IRON WORK
WIRE CLOTH AND
WIRE GOODS**



There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish. **Inquiries Solicited.**

CANADA WIRE GOODS MFG. CO.
HAMILTON

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

Manufacturers of every description of
**BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Original Patentees and Manufacturers of
**Cartland Patent Helical, Climax, Adjustable,
and Reliable Door Springs**

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

COLONIAL GAS COMBINATION

THREE COMPLETE STOVES IN ONE

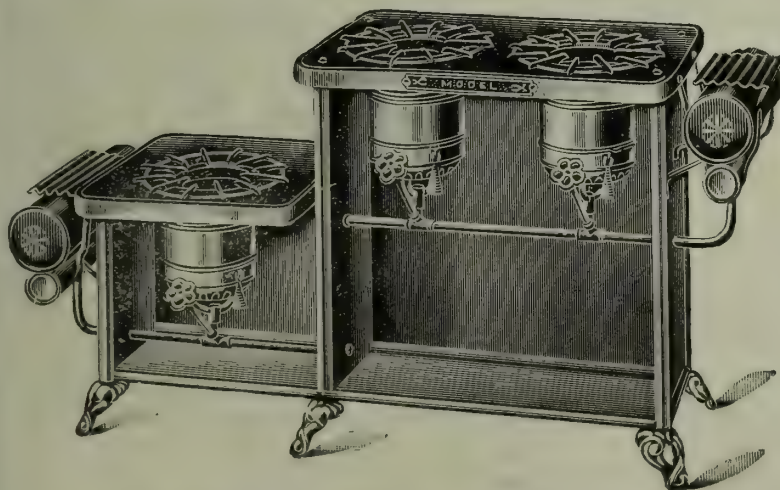


COAL, WOOD, GAS

Occupying the same space as the ordinary coal range. All may be operated at the same time with absolute safety. Satisfaction guaranteed.

Send for Descriptive Circular.

THE PERCIVAL PLOW & STOVE CO., LIMITED
MERRICKVILLE, ONT.



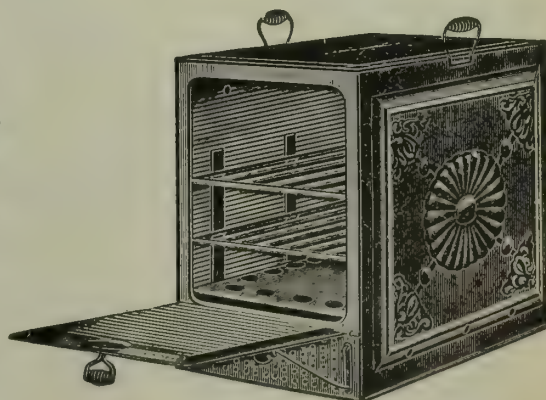
"MODEL" WICKLESS

Blue Flame Oil Stove

The "Model" Oil Stove and "Model" Oven are inseparable—they form a part of every kitchen equipment.

Are they on your floor? If not, how can you satisfactorily meet the demands of the Oil Stove and Oven business?

What quantity will you have?



"MODEL" KNOCK-DOWN OVEN

McCLARY'S

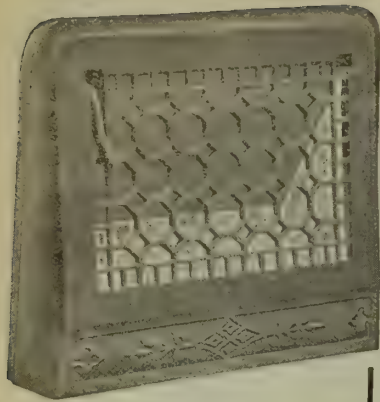
LONDON
MONTREAL

TORONTO
WINNIPEG

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ST. JOHN, N.B.
SASKATOON



The Moorish Sidewall Register.

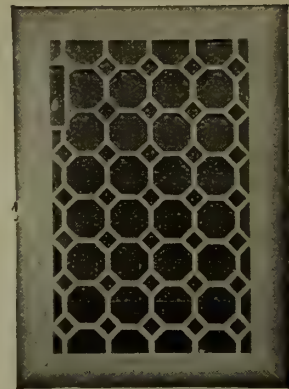
The Bull's Eye of Perfection

REGISTERS, FACES! BORDERS

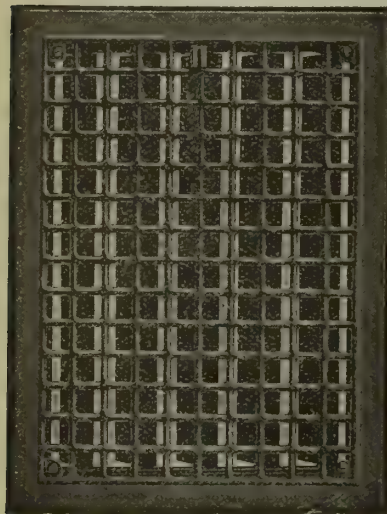
"Made in Canada" Our new plant
is in full working order making
all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company
Bridgeburg - - - - - Ontario



The New Convex Reversible Wafer



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

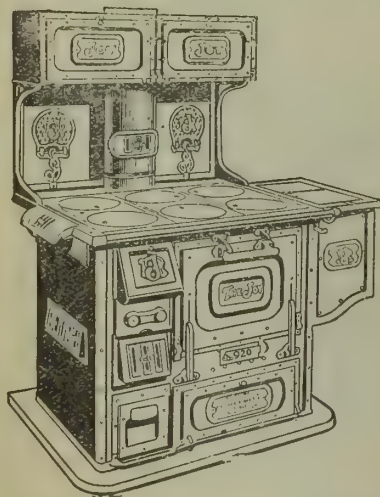
Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary



THE JOY MALLEABLE

Is the most perfectly constructed
malleable range on the market.



You'll say so yourself when you have examined it and compared it
with other malleable ranges. It is warranted not to warp, crack
or break. We are ready to ship promptly these sizes:

No. 8, 18, Square and High Closet

No. 8, 18, Reservoir and High Closet

No. 9, 26, Square and High Closet

No. 9, 26, Reservoir and Closet

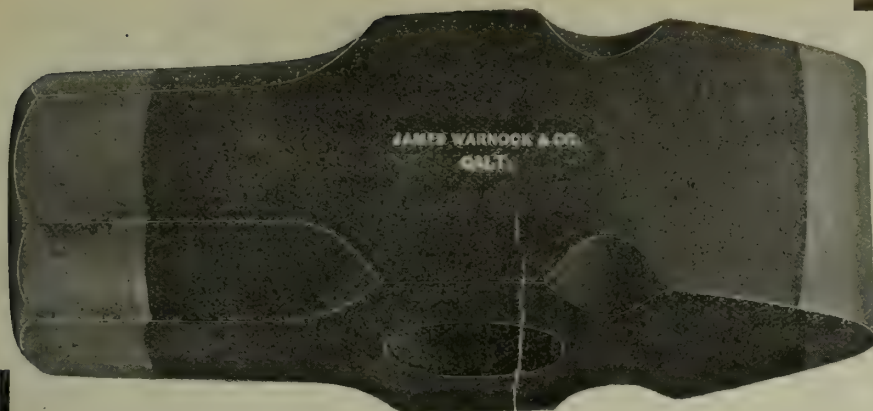
Stocks carried in Toronto, Winnipeg and Vancouver.

The CANADIAN HEATING & VENTILATING CO.

Owen Sound, Ontario

LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
M. C. Drew & Son, Vancouver, B.C.



We are the only manufacturers of a complete line of genuine Sheffield Steel Edge and Lumbering Tools in Canada . .

Sold by all jobbers.

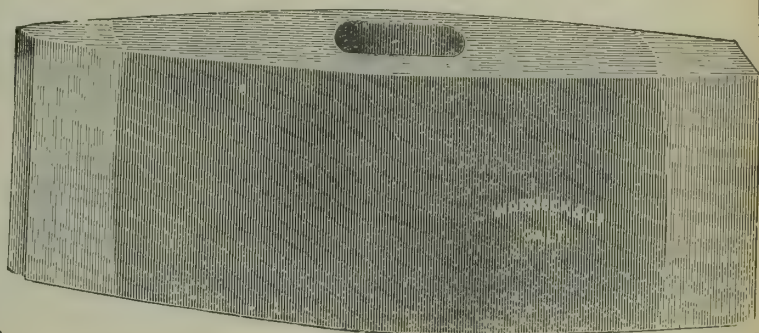
It certainly pays best to sell the Allan Hills line of

Sheffield Steel Hammers

No hammers in the world will give better service—few will give as good.

**Allan Hills Edge Tool
Co., Limited**

GALT, - - - - - ONTARIO



Bell Brand

TRADE



REGISTERED

Horseshoes

MARK

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	-	BELLEVILLE
Toronto Bolt and Forging Company, Limited	-	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited	-	GANANOQUE
Brantford Screw Company, Limited	-	BRANTFORD

Head Office

TORONTO, ONTARIO

TINPLATES

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Double Profit

Mr. Hardwareman, you know how little profit there is in many lines sold over the counter. We offer you a chance by a little missionary work to greatly increase this.

You know of a new building going up in your town and neighborhood. Get after the builder and show him the advantage of putting in one of our

J. W. Harris Rotary Ventilators

THE BEST MEANS FOR INSURING PURE AIR

WARDEN KING & SON,
Cast Iron Founders

Montreal, June, 1901

J. W. Harris Mfg. Co., Ltd.,
City.

Gentlemen:—

We have been using your "J. W. Harris Rotary Ventilators" for the past three years, and would say that they have given entire satisfaction and are certainly all that you claim for them.

Yours respectfully,

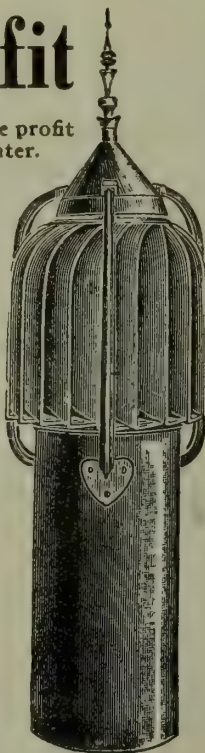
WARDEN KING & SON.

Write direct for booklet and catalogue to-day. Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

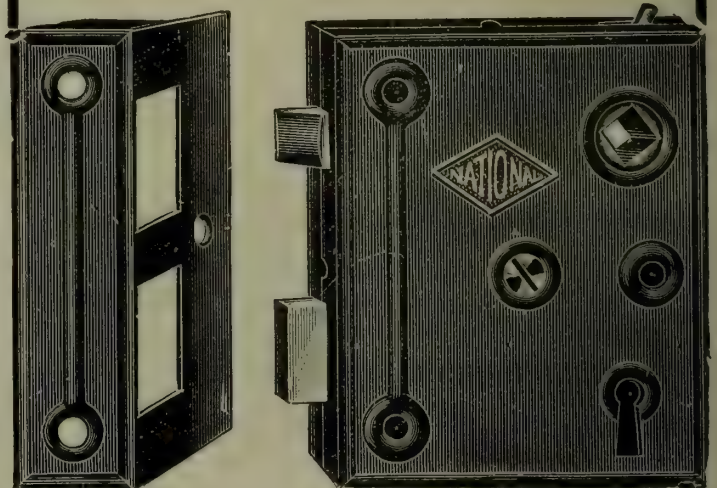
Montreal



YOU CAN HANDLE NO ARTICLE

which will do more to strengthen your hold upon the Builders' Hardware Trade than the

National Steel Rim Lock



Ask Your Jobber for This Brand

NATIONAL HARDWARE CO., Limited

ORILLIA

ONTARIO

CANADA

GILBERTSON'S

**COMET
Galvanized Sheets**

Guaranteed to double seam—are not as high in price as OTHER brands, but are fully equal in quality and finish,

Made by **W. GILBERTSON & CO., LTD.,**
Pontardawe, South Wales

Represented by

ALEXANDER GIBB,
13 St. John St. MONTREAL

SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.

FITCHBURG, - MASS.

Branches throughout the United States and Canada.



Ornamental Iron Vases, Wire and Iron Chairs and Settees

FOR LAWNS AND CEMETERIES

We make a variety of styles and sizes.

Send for our new booklet of Lawn and Cemetery Furniture, Wire and Iron Fencing, Garden Borders, Wire Trellises, Etc.

Dennis Wire & Iron Works Co., Ltd.
LONDON, ONTARIO

**Wonder Barn Door Hangers
and Channel Steel Track**

with Galvanized Batten, are the only kind that closes the door up tight.

They are packed, two set, for a trial order; one 8 ft. door and one 7 ft. door.

It is the best and cheapest. Ask for prices.

S. B. MARTIN, Dalton, Ohio, U.S.A.



SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK
Agents



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BAWWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba

The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters



MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CLIPPERS.



PRIEST'S CLIPPERS
THAT'S
SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., USA
Webush & Hilger, Limited, special New York
Representatives. 106-110 Lafayette Street

EMERY WHEELS.



**Canadian
Hart Wheels**
442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

FILTERS.


Anti-Splash Tap Filters
The "Galvo" Filter and Water Steriliser
"Perfection" Fire Extinguishers
There's good money in them for hardware dealers.
Write for Prices.

The Anti-Splash Filter Co.
OWEN SOUND - - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
Will close a door silently against any pressure of wind
Has many working advantages over the ordinary spring
and has twice the wear. In use throughout Great Britain
and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
Hospital St. - - - Birmingham

GLASS CUTTERS.



Barrett's Standard Glass Cutters
in 22 different styles.
Order from your jobber or write direct.
W. L. Barrett, Mfr., Bristol, Conn.

*Are you interested in any of the
lines that are advertised?
A Post Card will bring you price
list and full information.
Don't forget to mention Hard-
ware and Metal.*

Birkmyre's Waterproof Horse Covers

SOLE MANUFACTURERS

The Gourcock Ropework Export Co., Limited
(of Scotland)
Montreal. 28-30 St. Peter St.
Winnipeg; 132-134 Portage Ave., East

MALLEABLE IRON.

Malleable Iron Castings
Carriage and Agricultural Castings,
Axle Nuts, etc., etc.
Manufactured by
P. KYLE, Merrickville, Ontario
Catalogue furnished on application

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WESTERN DISTRIBUTORS
Wholesale Commission Merchants and Manufac-
turers' Agents. Cars Distributed, Warehoused
and Forwarded. Warehouse on Trans-
fer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American
Manufacturers. Correspondence invited from
firms wishing to be represented

THOS. SONNE, SR.

Manufacturer of

Awnings, Tents, Sails, and Flags of all Nations, Wagon
Covers, Horse Covers, Inside Spring Roller Shades,
Coal Bags, all kinds of Tents on Hire, Tarpaulins and
Oil-Skin Clothing, Hoist Ropes fitted up at shortest
notice.

193 Commissioners Street
Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

J. M. KAINS & CO.

MANUFACTURERS' AGENT

83 Pender Street W., VANCOUVER, B.C.

Open to represent a first-class Hardware
Specialty. Highest References.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO.,

Manufacturers' Agents

Building Supplies and Building Hardware
831 Powell St. VANCOUVER, B.C.
Correspondence Solicited. Highest References

We have competent Salesmen.
Best Facilities for Distributing and Storing
M. B. ANTHONY & CO.
MANUFACTURERS' AGENTS
503 Mercantile Bldg. VANCOUVER, B.C.
Correspondence solicited.

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333 Gore Avenue, VANCOUVER, B.C.
Famous "RELIANCE" Hot Water BOILERS
and "IDEAL" Hot Air FURNACES
MODERN "ALASKA" STEEL RANGES
Cooking and Heating Stoves
WRITE FOR PRICES

P. R. CUMMING

Manufacturers' Agent

Hardware, Hardware Specialties
Housefurnishings Woodenware, Etc.
Car Shipments a Specialty
Correspondence Solicited
347 Pender St. W. - VANCOUVER, B.C.

METAL PRODUCTS.

Established 1880
NEITHER FICTITIOUS NOR EXORBITANT
ORDER AND USE
LANGWELL'S BABBITT
GEORGE LANGWELL & SON, Makers, MONTREAL

NAILS.

JAMES PENDER & CO., Ltd.

ST. JOHN, N.B.

Manufacturers of

"ACME" Coated Wire Box Nails, and
Galvanized Wire Nails, also "STANDARD"
Toe Calks—Blunt and Sharp
Horse Shoe Nails, Etc.

Best in
Canada

HARDWARE AND METAL.

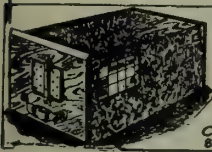
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Esutehson Pins, Leather Shoe and Overshoe Buckles, Felice Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the **BENNETT STEEL HARDWARE SHELF BOX**. Saves 20% Shelf Room over wooden boxes. Write for Catalogue and Price List. **CAMERON and CAMPBELL** 83 Richmond St. W. Toronto

EMERY WHEELS.



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well Japaned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN



Hardwaremen, sell you Cheese Factory a set of our patent Steel-tinned followers, they take the place of the dirty wooden followers. Ours are more sanitary, will not warp and will wear out a dozen of the wooden kind.

JAMES & REID
Sole Owners & Manufacturers
Perth, Ontario

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COVERT MFG. CO., TROY, N.Y.



No. 70 Polo
The Steel Spring Snap
that has a "snap."



No. 400 King
The Snap without a
peer.

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.
Our New Phone No. Main 7930

THE CANADA METAL CO., LIMITED
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HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits, vegetables, disinfectants.
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Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

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**OUR OFF-SET
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Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand. Write for Catalog.

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Ventilators and Chimney Gowlies
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

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Buy your

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SPRINGS & AXLES

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THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

GALVANIZED FENCE HOOK

For Fastening Wooden Fickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED, CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

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PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND ORNAMENTED GLASS

Works: Don Speedway, also Victoria St.,

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Brass Binnacles,
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Marine Brass Work and Plumbing Goods



Brass Railing Work,
Brass Ladders to
order, etc.



Pump Water Closet Pl. S. 44, with Round Flushing
Rim Bowl. Can be placed above or
below water line.



Brass Bilge Pump, double acting
with 1 1/2 or 1 3/4 brass cylinder.



Folding Lavatory, plate S. 186, nickel-plated
copper lining, soap cup and combination
pump with swivel faucet.

The James Morrison Brass Mfg. Co., Limited

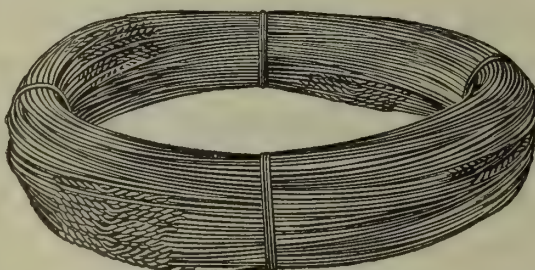
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PACKED 250 HOOPS IN BUNDLE

THE STRONGEST AND MOST
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STEEL WIRE BARREL HOOPS

FOR USE ON FLOUR, SUGAR, CEMENT,
LIME, SALT AND FRUIT BARRELS.

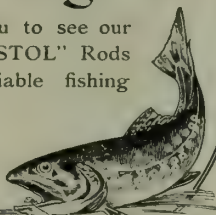
FOR MEASUREMENT, PLACE A TAPE LINE THREE-QUARTERS
OF AN INCH NEARER THE END OF BARREL THAN THE POSI-
TION TO WHICH HOOP IS TO BE DRIVEN.

THIS SHOULD BE A PROFITABLE LINE
FOR THE LOCAL HARDWARE MAN TO
HANDLE. WE WILL FURNISH ANY IN-
FORMATION REQUIRED, AND PRICES,
ON APPLICATION.

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TRADE MARK REG. U.S. PAT. OFF.
Steel Fishing Rods

We invite you to see our stock of "BRISTOL" Rods and other reliable fishing tackle.

Your name
here



No. 35

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here

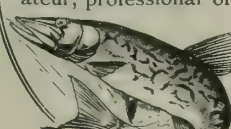


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We invite you to come and see our stock of "BRISTOL" Rods and our baseball supplies—everything an amateur, professional or "Fan" could want.

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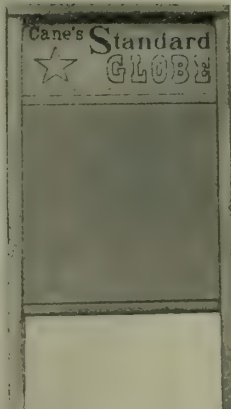
These Newspaper Electros Free To Fishing Tackle Dealers

In addition to the Brook Trout No. 35, Bass No. 37 and Muskallonge No. 39 we will send you if you specially ask for them, No. 36, Lake Trout; and No. 38 Perch cuts. Send the coupon and start these cuts running in your paper. They will bring trade to your store.

The Horton Mfg. Co.
Bristol, Conn., U.S.A.

The Horton Mfg. Co. **Bristol, Conn.**
Please send free newspaper electros Nos. 35, 36, 37, 38, or 39. Mark X over the numbers wanted.

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H&M



It Pays To Sell Cane's Washboards

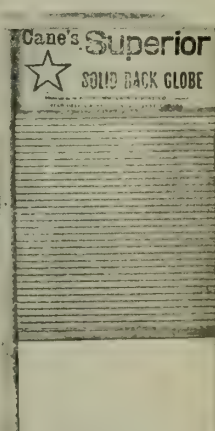
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask Your Jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Ltd.
NEWMARKET, ONT.



ELECTRIC HEATER and SAD IRON COMBINED

The B & M



Combination Electric Sad Iron is the simplest and most practical Electric Iron on the market. This iron is always hot; the handle always cool; power costs only 3 cents an hour; it is attractive in appearance and has no protruding parts to get knocked off.

By inverting the stand face up you have an electric heater, and there is a hole in the back of the iron for heating curling tongs. The B & M is the only Electric Iron with these extra features.

Write for Price List.

The Dominion Electric Co., Limited
417 Sparks St. **Ottawa, Ontario**



YOUR SHARE OF THE TRADE

There are big profit possibilities for you if you are handling

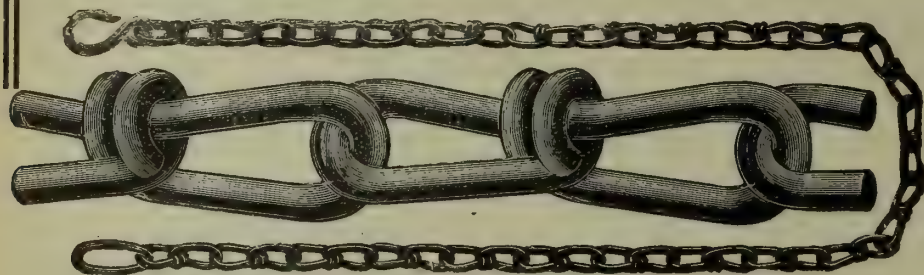
GREENING'S Tie-Out and Trace Chains

which are in general demand, because they give the maximum of strength for weight of material used. We draw the wire used in our own mills, and take particular care that only the very best material is employed.

Consult our catalogue! It will suggest many uses for our WIRE CHAINS, which will enable you to 'get busy' after new customers in your district.

Ask your jobber for Greening's.

The B. Greening Wire Company, Limited



Hamilton, Ont.
Montreal, Que.

"Safe-Lock"

and

"Canadian Monarch" Fences

We can fit you out with both a "staple" lock and a "wrapped" lock fence of all number Nine wire. No other one fence company in Canada is so situated and prepared to meet all requirements, and those who handle our two lines of fencing have as complete a variety as if buying from two or more firms.

Write us for particulars and agency for Fence, Gates, etc.

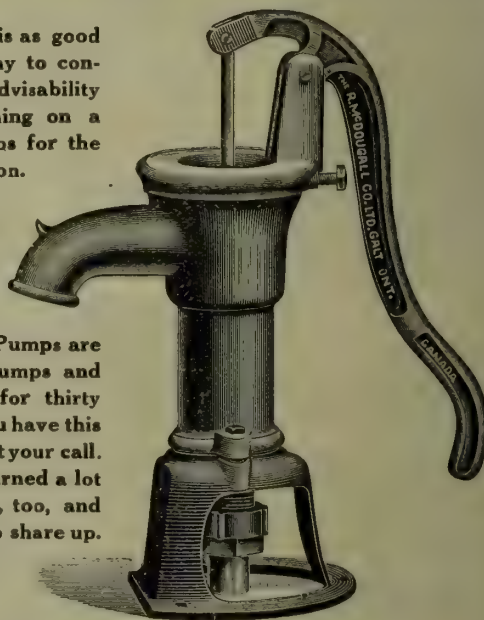
THE OWEN SOUND WIRE FENCE CO., Limited
OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.

BRANDON

MAN

About now is as good a time as any to consider the advisability of determining on a line of pumps for the coming season.



McDougall Pumps are Standard pumps and have been for thirty years, so you have this experience at your call. We have learned a lot in that time, too, and are willing to share up.

Remember "Armadillo" is a guarantee.

The R. McDOUGALL CO.
Galt, Canada
LIMITED

Easy
Running



Strongly
Built

HAVE
YOU
SEEN
THE

"Winner" Rotary Washer

(STYLE No. 2)

It is a strong selling line you can handle most profitably. The main shaft runs on roller bearings, and the gearing is so simple it is not liable to get out of order. The inside being heavily corrugated, does quicker work. Attractively finished in natural wood. Stave leg idea insures a steady machine.

Write for details of this and our other popular lines of washers.

J. H. Connor & Son, Ltd., Ottawa

We make a complete line

You are headquarters for a complete line of roofing goods when you are the Brantford Roofing agent.

You have a *smooth* surface roofing, a *silicia*-finish roofing, a *mineral* surface roofing, to show your prospective customer. Every roofing requirement can be satisfied in the Brantford line. No sales should get by you in that respect.

Each style has the quality that has made

"Brantford" "Roofing"

famous from coast to coast. Pure wool felt foundation—99 per cent. pure Asphalt saturation. Brantford Roofing is the kind of roofing you can enthusiastically recommend and feel certain it will always make good.

Write for our catalog at once.

Brantford Roofing Co., Ltd.

BRANTFORD, CANADA

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GALVANIZED, JAPANNED OR PLAIN

Our Sprinklers are made to withstand rough usage. The spout is seamed on to the body, the handle is riveted on and the top is special reinforced.



We can supply them either plain, japanned or galvanized. They are made with cleanable zinc rises and are supplied in sizes from 1 to 20 quarts.

Order from

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An extensive range to select from. Special designs made to order on short notice.

Every little while we make new additions to our already extensive range of zinc ornaments. This class of work is a specialty with us and we have originated many exceptionally handsome ornaments for use in connection with outside cornices, pilasters,

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METAL SHINGLE AND SIDING CO., Limited

Branch Office and Factory, Montreal, P.Q.

PRESTON, ONTARIO

Our Goods are carried in stock at the following centres: St. John, N. B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare & Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.

Wostenholm's Fine Sheffield Cutlery

I-XL CARVERS IN CASES



Hand-forged Blades. Genuine Russian Wild Boar Tusks. Sterling Silver Mounts in velvet-lined union cases. Also made in five-piece sets. The most exclusive pattern yet produced.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives



A Profitable Pair

Cuts illustrate two lines which you can handle most profitably—the

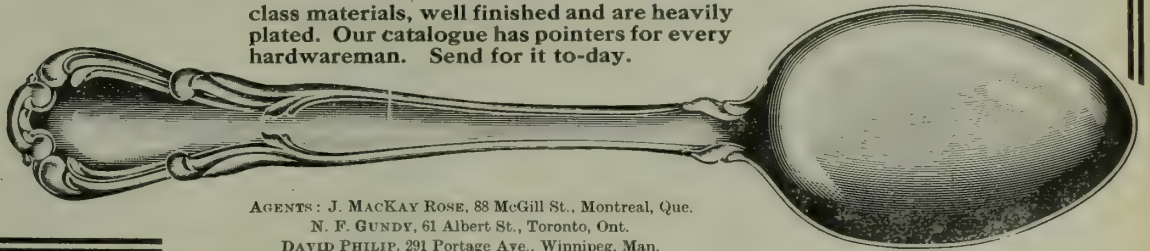
"LEONORA" Cold Meat Fork and Teaspoon

They are artistic in design, of first

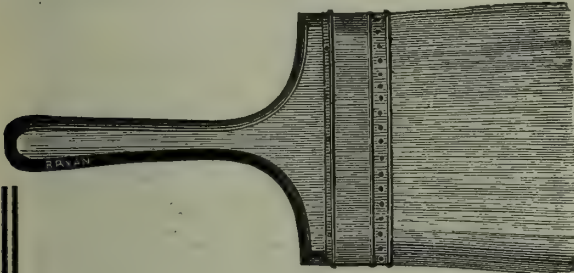
**McGlashan,
Clarke Co.,
Limited**

**Niagara Falls
Ont.**

class materials, well finished and are heavily plated. Our catalogue has pointers for every hardwareman. Send for it to-day.



AGENTS: J. MACKEY ROSE, 88 McGill St., Montreal, Que.
N. F. GUNDY, 61 Albert St., Toronto, Ont.
DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.



For Every Purpose

the acknowledged leaders for your best class trade are

BRYAN'S Brushes, Brooms and Woodenware

You need not hesitate to recommend them! They are "quality" goods.

Illustrated catalogue sent to responsible dealers on request.

Thomas Bryan, Limited, London, Canada

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton

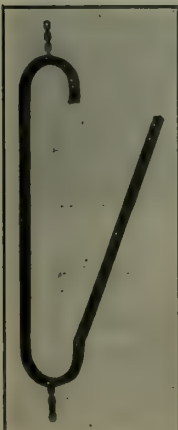
Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.



Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary

Made of High Carbon U Bar Steel—Extra Heavy

Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order

Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices
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W. D. BEATH & SON, Limited

**TORONTO
Canada**





THERE'S MONEY in Community Silver, because it sells easily ; because its high quality is exactly what the people want to-day ; because it is the best advertised plated-ware on the market ; because it offers fullest value to the consumer and the most generous profit to the dealer. ORDER NOW—and get your share.

ONEIDA COMMUNITY, LTD. - NIAGARA FALLS, ONT.

A Dealer's Prestige

is greatly enhanced by handling articles with a national reputation. It is an undisputable fact that the popular demand is for advertised goods, and it follows that the dealer who handles them is looked upon with favor by his customers and is considered up-to-date. In the

BISSELL SWEEPER

the reputation is coupled with a mechanical superiority and a selling system of fixed prices that guarantees to every dealer a ready sale and good profit. Our BALL BEARING construction is the triumph of our manufacturing career.

Write for a copy of our special Fan Offer, which is in force until July 15th, unless our stock of fans becomes exhausted before that time.

Bissell Carpet Sweeper Co.

GRAND RAPIDS, MICH.

(Largest and Only Exclusive Manufacturers of Carpet Sweepers in the World).
Branches: New York, Eastern Office, Salesrooms and Export Dept.,
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Niagara Falls, Canada, Factory

London, England



Here you are, Gentlemen

ATKINS Sterling SAWS

The Finest Manufacturers' Brand

Made for the best mechanics who are willing to pay a fair price for the best tools.



***We Help You
to Sell***

Send your order to your jobber. If he won't supply you, then write to us.

E. C. Atkins & Co., Inc.

Makers of Sterling Saws

Hamilton

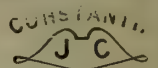
Ontario

Improved Patent
Flush Handle

CHESTERMAN'S MEASURING TAPES

Linen, Metallic
and Steel

Trade Marks



TREBLE

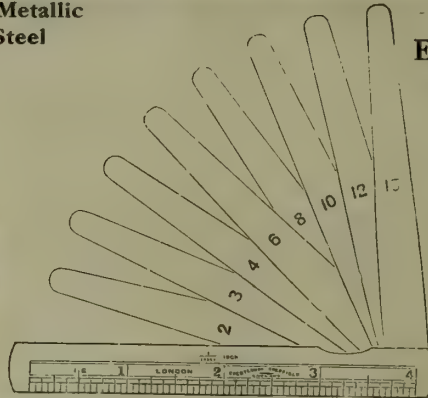
Engineers'
Small
Tools

Steel
Rules,
Gauges,
etc.

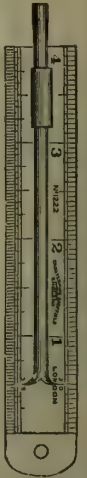


For Prices, Catalogues, etc.,
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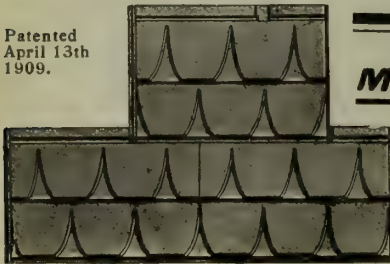
F. H. SCOTT, 120 Coristine Bldg., Montreal



Steel Feeler Gauge



Patented
April 13th
1909.



MONEY SAVED by using the fastest laid shingle on the market. The only shingle which has free, open side gutter with the nailing flange is the

"Crown" Patent Lock Shingle

It is made of the best galvanized iron, and won't rot like wood or crack like slate; never leaks; locks perfectly top and bottom and never needs repairs.

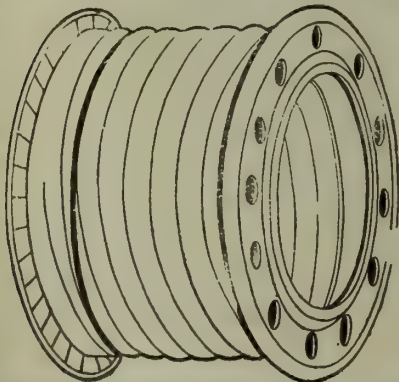
We want a live agent in every city and town to push this rapid-selling and profitable shingle.

Write for Catalogue, Price List and Free Samples

McFARLANE & DOUGLAS, Limited

Ottawa, Canada

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL



Every rod
guaranteed to
be of highest quality.
MADE IN WINNIPEG.

"Great West" Woven Fencing

is made of the best quality of No. 9 Hard Drawn Galvanized Wire with a "Tie of Lock" that holds the wires absolutely secure at each intersection.

Manufactured by **The Great West Wire Fence Co., Limited, Winnipeg**

ELLIS & GROGAN, Selling Agents, Calgary.

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PILKINGTON BROTHERS, LIMITED

St. Helens, Lancashire, England

MANUFACTURERS OF ALL KINDS OF

BRITISH WINDOW GLASS

Polished Plate Glass
Plain and Bevelled Mirrors
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Cast and Ribbed Rolled Glass
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Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

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LEADED ART GLASS

Lead work is only one of our many lines, but we make it a specialty. We are prepared to fill all your orders for any kind of GLASS and you will always find our prices right.



*Design No. 350. See
Catalogue.*

Our stocks of PLATE, SHEET and FIGURED GLASS are large and complete, and prompt shipment can always be relied on

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LONDON WINNIPEG TORONTO
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Retail Profit on Ammunition

Dominion Ammunition nets the dealer 10% more profit than other makes.
Canadian made Cartridges and Shot Gun Shells reach you in one-quarter the time it takes to bring imported ammunition into Canada and you get new stock.
The price and appearance of Dominion Ammunition attract your customer at the very start and the quality insures his return to YOU when he needs more Cartridges.

Dominion
IMPROVED & PROVED
Ammunition



DOMINION CARTRIDGE COMPANY, Limited
Ammunition Manufacturers, Montreal, Canada

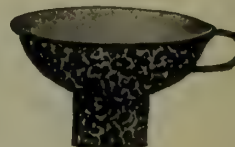


Kemp's Enameled Preserving Kettles and Fruit Jar Fillers

WILL BE IN DEMAND NOW.



PRICE LIST
ON
APPLICATION.



Our brands "DIAMOND" and "PEARL" Wares will satisfy the most critical patrons. Our stock is complete, and we can ship promptly. Send us your orders.

KEMP MANUFACTURING COMPANY

Corner Gerrard and River Streets, Toronto, Canada

THE KEMP MANUFACTURING CO. OF MONTREAL
39 ST. ANTOINE STREET, MONTREAL, QUEBEC

THE KEMP MANUFACTURING AND METAL CO., LIMITED
111 LOMBARD STREET, WINNIPEG, MANITOBA

Winnipeg Retail Hardware Assn. Holds Banquet

Retailers and Clerks at Winnipeg Hold First Annual Banquet — Address on Salesmanship—Ontario Association Continuing its Agitation for Mutual Fire Insurance—Membership Increasing.

On Monday evening, May 16, thirty-five hardware merchants and clerks of Winnipeg sat down at the first annual dinner of the Winnipeg Retail Hardware Dealers' Association.

For many reasons the event will stand out as a unique one in the history of the association. One of these is the fact that the assemblage numbered almost double of any former meeting of the association. There is force in numbers in connection with any event of this kind, and the gathering of thirty-five hardwaremen on this occasion was a distinct asset to the progress of the association. Another marked feature of the event was the feeling of friendship that prevailed throughout the entire evening. Every one was entirely at home. It was the intention of the officers that the gathering should take on the form of a social club, and such items of business which usually occupy the attention of the members were eliminated to make way for the esprit de corp, which characterized the whole event.

The fact that all the hardware clerks of the city were especially requested to be present, and sit down with their employers was favorably commented upon. It has been noticed with a considerable degree of satisfaction, that during the past few years the relations between employe and employer in the local trade has greatly improved. An employer of several clerks said a few days ago that it was to the individual advantage of every hardware man to interest his clerks in the work of the association. "The clerks to a large extent control our business," he said, "and they should be brought into sympathy with the aims and perplexities of his employer."

So on this occasion, the first in the history of the organization, the employer placed himself in the same position as his clerk, and an evening of delight and profit was participated in by all.

After Dinner Speeches.

At the close of the dinner Charles Mulvey, president of the association, rose to address the meeting, and the popular toast-master was greeted with applause. His remarks were brief and to the point. He said in part: "It is a supreme delight to me to see so many present this evening to enjoy ourselves in an informal way. I think we should have more meetings of this kind, as it not only helps us in the details of our business, but it also fosters that spirit of goodwill among the members, which is so necessary for the success of our association." Later in the evening Mr. Mulvey expressed pleasure in the interest the clerks were taking, and he hoped

that the good work which was just beginning would continue.

Secretary McRobie, who was next called upon, said: "It is a tribute to the work of the association," he remarked, "to stand before such a gathering as we have there to-night. There is not a member that does not know the work which this association is trying to do. We have problems to work out and we need the help of every member of the association. This evening's programme was arranged simply to enlarge the interest of the association's work and I think we shall not be disappointed."



CHARLES MULVEY, WINNIPEG,
President Winnipeg Retail Hardware Association.

Mr. McRobie then read a letter from an old member of the association, now residing at Portage la Prairie:

Dear Mr. McRobie. — It is with great regret that I have to deny myself the pleasure of being with you to-night on your invitation at the First Annual Dinner of the Association. Conditions in business here forbid my presence.

When I look back to the early days of the association I am impressed with its progress. To-night you are dining, the north end has lain down with the south, and the west has joined them in partaking of the salt of the association. It was not always thus. We did not

dine in the early days, we only masticated what is called "The Rag."

To have dined with your association, to have renewed old acquaintances, and perhaps to have addressed the members, were pleasures anticipated, but now put behind. Convey my kind remembrances to all whom you can, assure them of my continued interest in the success of the association, and tell them, employer and employe, to be loyal to their association and their association will be loyal to them.

J. A. LINDSAY.

C. A. Baskerville, a pioneer hardwareman and treasurer of the association, spoke next, along the line of finances. "When we thought of continuing the association a few years ago, a few got together and came to the conclusion that at the rate of \$10 per member we could go ahead. At the end of a year, we owed nothing and had a balance in the bank. With some of that balance we are "blowing ourselves" to-night. "I think" he continued, "that there is no institution in the city in better shape than our association, and we should try to come together more often. I believe that we would be wise in starting a gun club, since it would be a means to develop fellowship and mutual interest."

Address on Salesmanship.

The address of the evening was given by Mr. Wilson, secretary Sheldon School of Salesmanship. He was listened to throughout with interest and appreciation.

After several songs by Messrs. McKerchar, Taylor, Barelay and Horner, C. A. B. Whiting moved a vote of thanks to those who assisted in the arrangement and rendering of the programme, and in particular to Mr. Wilson for his able address.

MUTUAL INSURANCE APPLICATIONS.

During the past week every retail hardwareman in Ontario has been supplied with a copy of the report of the Mutual Insurance Committee of the Ontario Retail Hardware Association, together with a provisional application form, which each retailer is expected to fill out and return at once to Secretary Wrigley, 117 University Ave., Toronto. If any hardwareman failed to receive a copy of the report, one will be sent on request.

It is hoped that at least 300 to 400 merchants will send provisional appli-

cations for insurance for the limit of policy, which has been set at \$3,000. The aim is to secure provisional applications totalling to at least \$1,000,000. before the matter is presented to the members of the Legislature. With this amount in sight the proposed company would be an assured success, and able to establish a reserve fund and pay a reasonable refund from its inception.

It only costs a two cent stamp to return the provisional application to the secretary, and every Ontario hardwareman who has his own interests at heart will help the mutual insurance proposi-

tion along to that extent. Applications are solicited from retail hardwaremen, whether members of the association or not, although policies will only be issued to members when the company is organized.

MANY MEMBERS ENROLLING.

The Ontario Retail Hardware Association membership received a good boost during May, 26 names being added to the roll, six of these being secured by Secretary Wrigley, while on a trip over the T. & N. O. Railway from North Bay to Cochrane.

Enthusiasm Essential in the Sporting Goods Dept.

Hardwaremen Should Take a Pleasure in the Handling of Sporting Goods—The Lines are in a Class by Themselves—Two Good Sporting Displays—The Best Salesman is the Man Who Knows his Goods and Can Talk on Them Intelligently—Sales at the Right Moment are Effective—Acetylene Lighting for Games at Night.

"How did you manage to work up such a magnificent sporting goods trade?" the writer recently asked a hardwareman whose store is the recognized "house" for a large sporting community. The answer came readily, and without much thought. "By enthusiasm, display, salesmen who can talk intelligently upon sport, and a well-assorted stock. This combination gave the store the congenial atmosphere that a sportsman loves, and a reputation that means many dollars and cents to me."

Taking each of these factors as enumerated by the merchant in question, and it is at once seen that not one is difficult to obtain. Success in one or all does not depend upon certain conditions. Be the field of a merchant large or small, he can easily follow in the steps of the man whose case has here been given.

Take enthusiasm. How many hardwaremen with a sporting goods department fail to take real pleasure in the selling and handling of sporting goods, beyond the mere fact of a sale? The department is conducted in a listless fashion, the brightness so essential to anything athletic is absent, and when a customer does enter the store to buy he is approached in an indifferent manner that at once cools his spirits, and makes a rod or bat or whatever it may be, seem not half so attractive as the would-be owner expected. Lacking enthusiasm, the goods are not pushed, the window display is without any pulling power, the stock is badly kept and allowed to become short on important lines, and in the end the wise sportsman goes to the man who believes in his sporting goods, and shows it. In no line of goods is enthusiasm more certain of bringing great results than in the case of sporting goods.

Given enthusiasm, the other factors follow in a natural sequence. The value of display has often been pointed out

in these columns. There is no surer drawing card, or one which advertises the store more effectively. Sporting displays attract everyone, man, woman and child. Why? Because they are not only attractive in themselves, and allow of good spectacular display, but because they suggest recreation and pleasure, and happy freedom from the cares and worries of business and of household. To the sportsman they have this additional power, that the goods are wanted for amusement. Sporting goods are in a class by themselves, because they are for the gratification of a man's personal pleasure. This renders a sale easy. Other lines of hardware, say tools, for instance, are bought because the purchaser is compelled for business reasons, to buy them. Which, therefore, commands the best attention?

Fishing Tackle Display.

An attractive fishing tackle window can be made up as follows: For a background have a curtain of Japanese poles painted green and red. A drapery effect can be accomplished by the use of minnow seines. A large suspended fish can be made the main feature of the window. Make it of framing covered with cloth, and stuffed to give the right proportion, and painted with a light green cold water paint. By using light cotton lines for the fins and tail, and different kinds of spinners, etc., for scales, a life-like appearance can be produced. A green light with a flash placed behind the eye gives a most striking effect. The floor can be trimmed with various fishing tackle. A real water floor arrangement, or an artificial effect by the using of glass gives a finishing touch to a really artistic window.

A striking window of lawn tennis, baseball and lacrosse outfits can be made up as follows: The color scheme may represent the colors of any particular club or a combination of clubs in the district. Make the background of tennis

nets artistically hung, with a catch sentence of letters picked out in tennis balls, displayed across the top of the nets. In the centre of the window, extending the full breadth, arrange three semi-circles with spaces between. Compose the centre one of tennis rackets and balls, and those on either side of bats and balls. The foreground can be decorated by lacrosse sticks, mitts, masks, caps, and other articles.

Know Your Goods.

In commenting upon the value of a clerk as a sporting goods salesman, an authority recently said that the man who gets the most business is the one who studies his goods, how they are made, and for what they are best fitted. If a customer desires a gun for small or large game, he must know what to recommend, and show wherein the weapon he wants to sell differs from, and is superior to, other guns for its specific purpose. If the customer wants a weapon for bear, deer, fox, wolf, rabbit or bird-shooting, he must know what to show him. If bait is wanted for fishing in the rapids, in the deep places of the stream, in the lake, or cloudy or sunny weather, and for a particular kind of fish, the salesman must know what to give and to be able to determine what rod and line it is best to use, and so on down the line of all the goods he sells. If he will spend some time in a visit to where his goods are manufactured, he will see how they are fashioned and put together, a knowledge of which will also help him in his talk with possible purchasers. Much knowledge of his business he thus gains by rubbing up against it, but by reading trade journals and books he can acquire much more.

Pulling Power of Sales.

The pulling power of a sale should not be ignored by the merchant. Apart from the advertising a sale gives to the sporting department, it booms the whole store as well. Thus when the regular hardware lines are selling in the usual manner, a special drive on any particular line or lines of sporting goods helps the other staples by bringing just that many more people into the store. This is something that is of value to both the special department having the sale and the store as well, and is worth being taken care of to secure the best results.

Sporting goods offer a splendid opportunity for pulling off a trade-bringing campaign. Take fishing tackle, for instance. Here there is good scope for a strong sale; and baseball, football, or golf lines, while not so varied, all offer chances for the conduct of special sales. If not on the stock as a whole, on special articles that go to make up the line, such as balls, bats, rackets, or clubs, as the case may be. Special sales of sporting goods naturally should be held at seasonable times, when the public is interested, and the goods can be used. By this it is not meant that at the height of the season, it is well to cut a price or advertise reductions, but following the passing of a brisk call for some line, and

before its season is over, it is often practicable to pull off a successful special sale on lines that will bring in much trade that might otherwise not have been created.

Lighting Playing Grounds.

An opportunity for new business is afforded the hardwareman in the instlation of lighting systems for grounds on which games are played at night. In some parts of the country there has grown to be a considerable demand for the lighting of bowling greens and pleasure grounds, and as acetylene has proved satisfactory for lighting for contractors' night work in various lines, it has been gaining in

popularity for the illumination of pleasure grounds.

The plan of distribution of the lights, the improved gas arcs, the systems which have been modeled for conveying the gas to the jets of the fixtures, and other improvements and inventions have made it possible for the provision of outdoor entertainments with effective lighting systems. The efficiency of such lighting systems has, no doubt, contributed largely to the popularity of night games and entertainments in the evening. The pushing of the various articles used in this lighting is worth the consideration of hardwaremen in whose districts suitable games are popular.

Fireless Cookers as a Hardware Side Line

Methods Adopted by a Winnipeg Firm in Introducing the Line and Pushing Their Sale—A Line Which has not been Sold in Large Quantities as Yet in Canada.

Fireless cookers are a line which have not been pushed to any extent by Canadian hardwaremen, and it is doubtful if there are more than 300 to 400 in use so far in Canada. While the line has been a little slow to catch on it is certain to win poularity before long, and when it does do so the hardware trade will have to look to its laurels or this profitable line will be taken up and sold almost exclusively through the departmental and furniture stores, which have already made such a wide inroad into the gas and coal range business.

Hardware and Metal, some time ago, told of the success met with by A. Welch & Son, Toronto, in introducing fireless cookers, their experience being that it is a year-round line, which carries a good margin of profit and advertises itself largely by satisfied customers passing the word on to their friends. They also found it advisable to make sales on one month's trial in order to overcome the prejudice which always exists against any new thing put on the market.

Winnipeg Firm Increases Stock.

After three months' trial with fireless cooker stocks, A. Kidd, manager of the stove department in the J. A. Ashdown store, has decided to greatly increase the stock, and as a consequence, the department in which he is in charge. Mr. Kidd realized when the cookers were first installed that the public would have to be interested in an article of which they did not know the value or service. There were three mediums open to him by which to solicit trade, and these three methods he at once adopted, with the result that more floor space to the extent of 50 feet by 30 feet is added to the stove department, and one dozen additional fireless cookers have been installed.

Methods of Display.

The first of these methods was that of displaying. Every week a cooker was put in the window and all the parts exhibited and explained by means of cards. The window was an effective educator and brought direct business. Display in the department was carefully looked

after by the clerks, who, by the way, were instructed to make a special study of the machines in order that accurate and effective information could be imparted to prospective purchasers. The department is situated on the second floor and the cookers were placed immediately at the top of the stairs, and in front of the elevators, where they could be conveniently seen.

The next method was that of direct newspaper advertising, which was conducted carefully and continuously until the public were well informed where the cookers could be purchased, and at what prices. In the advertisements also information was given regarding the serviceability of the article in the summer time, when heating stoves are a nuisance. Mr. Kidd believes that the newspaper should not be avoided in a campaign to sell goods.

Demonstration by Experts.

The next method which was facilitated by the newspaper advertisement was that of a demonstration by an expert from the factory. This not only increased the interest of the public, but the instructions given to all in the department was valuable for future salesmanship. This demonstration, of course, necessitated the use of a gas stove connected with piping, where food could be heated before it was put into the cooker, but the extra expense was small in comparison to the extra returns that came from the demonstrations. Mr. Kidd does not fear for the future; the public know the value of the cooker, and they know where they can get them.

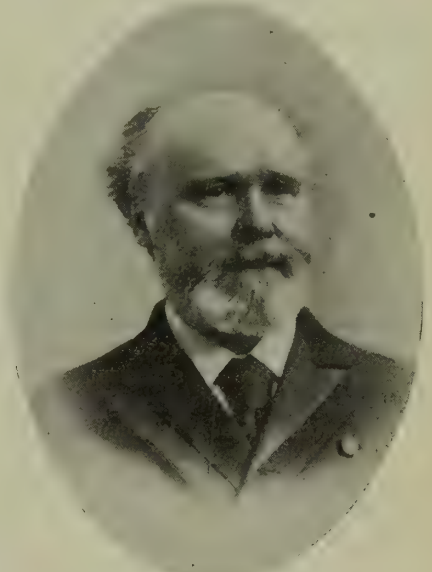
A new elevator is being installed in the store, which will convey customers directly into the stove department, and where the most modern methods of salesmanship will be employed to sell fireless cookers.

JAMES CRAIHERN DEAD.

James Crathern, who was one of the founders of the present house of Caverhill, Learmont & Co., Montreal, died on Wednesday evening, at the age

80. The event was not unexpected as Mr. Crathern had been ill for some weeks. Although retiring from the business in which he laid the foundations of his fortune in 1894, he took an active part in commercial and public life, and was prominently identified with various enterprises, his name being synonymous with the marked progress of Montreal. He used his wealth and personal ability for the betterment of the city and in furthering hospital and other charitable work. As a lover of art he gathered together one of the best private collections of paintings in the Dominion.

Mr. Crathern was born in Montreal in 1830, and at the age of 14 he joined the firm of Ferrier & Co., with whom he learned the wholesale hardware business and gained experience that afterwards stood him in such good stead. In 1854 he left this firm to start in business for himself, and with John and Thomas Caverhill founded the business of Crathern & Caverhill on Custom House Square. From the start the new firm met with success and broadened out into great dimensions. On the deaths of John and Thomas Caverhill,



The Late James Crathern.

the firm of Caverhill, Learmont & Co. was formed, which took over in '84 the shelf hardware of the old business, and then in '94 the heavy. About this time Mr. Crathern retired from the business, having acquired a handsome fortune.

This however was, as it were, but the beginning of Mr. Crathern's activities. He took a prominent part in various enterprises. He was one of the oldest members of the Montreal Board of Trade, and served for many years on the council, becoming president. He was president of the Royal Victoria Insurance Company, president of the Merchants Cotton Company until it was merged in the Dominion Textile, and was Governor of McGill University. He was a director of the St. Lawrence Sugar Refinery, the National Trust Co., and the Liverpool, London & Globe Insurance Co.; president of the Keewatin Flour Mills, and director of the Dominion Coal Company. By the death of Mr. Crathern Montreal loses another of the men who have made her name famous in the commercial annals of the country.

HARDWARE & METAL

Established

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The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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SHIPPING ORDERS PROMPTLY.

"I had an evidence the other day of the value of doing things promptly," said a young traveler, "which I am not likely to forget. I called upon a customer who had hitherto been disinclined to favor me with business and I got a small order from him. I at once sent it off to the house, not waiting until the evening, and the merchant got the goods next day. When I called in afterwards the merchant was so pleased at the prompt shipment that I got a much bigger order, and I am now well in with him. I consider this prompt sending off of orders most essential to a traveler's success, and he should spare no pains or trouble to mail his orders by the quickest way."

There is a world of truth in this. A merchant does not order goods for prompt shipment unless he wants them, and badly too. Every day is important to him, and if he sees that the traveler and the house are co-operating together to give him speedy dispatch, he is going to give that traveler all the orders he can. It is to his interest to do so. Especially as in the present time dealers are not running on over-heavy stocks, preferring to buy more from hand-to-mouth than used to be the case.

Very few travelers, unless there are special reason otherwise, fail to send off their orders every night, but many do not take advantage of the quickest connection. Often the traveler, if he makes inquiries, can find that by catching the mail at a certain time during the day he can get his order into the house much quicker than if he waited until the evening. A man must be very hard pressed who cannot get off

an order or two while doing his calls.

By taking trouble and making inquiries as to mailing service, and the best places to make connections, much saving of time is made, and the House is given a reputation for quick dispatch that is a great asset to its representative. To a really progressive and wideawake merchant this prompt delivery is more important than the question of cut prices, and a traveler can often offset the plea that his price is higher than that of a competitive house by pointing to its reputation for prompt shipment.

In trying for quick delivery the traveler must not spoil things by sending in such hurried and abbreviated orders that the house cannot make it out clearly. Mistakes are worse than delay in shipment. Travelers must write out their orders clearly and distinctly so that there shall be no confusion. Taking care does not mean taking undue time, and the traveler can make his connection, whether he writes his order out carefully or whether he scribbles it, under the idea that he has not a minute to lose.

CHANGE IN SHIPPING TIME.

A recent order of the Grand Trunk Railway anent the shipping of freight from Toronto has caused a number of manufacturers and jobbers in that city to request that hardwaremen ordering goods for prompt shipment try to get the orders into Toronto before noon; otherwise it will be almost impossible to fill the order and ship the goods the day of receipt.

The railway's order, which went into effect on May 23, states that no goods will be received for shipment arriving at the freight sheds after 5 o'clock in the afternoon. Up to that date goods were accepted up to 6 o'clock. It was then possible to fill and ship the same day orders received before 3 o'clock in the afternoon; but now, owing to earlier collections, 1 o'clock is the latest hour.

As jobbers are frequently requested to hold shipments for enclosures from other houses, the new rule may work hardships by making it impossible for the goods for enclosure to be made up and sent to the shipping house for enclosure in time for that day's delivery.

Hardware merchants ordering goods from Toronto houses will do well to remember this change when sending orders.

NOT ALTOGETHER A BLESSING.

Improved transportation facilities between country towns and the large commercial centres are not looked upon as unmixed blessings by all country merchants.

The advent of a new railway or improved connections on an old line is fol-

lowed by an increase in passenger traffic to the large cities where the department stores flourish and a marked decrease in the business of the local stores.

When once a start is made in this direction it becomes almost epidemic. The bargain counters of the large department stores seem to hypnotise country customers, and like the city customers, they buy whether they need the goods or not.

What is the remedy? Some declare there is no remedy, that nothing can be done by country merchants to stop the flow of trade to the city stores. We doubt it.

The power of the large department store is not so much in the fact that it sells at lower prices as is its position as a large and persistent advertiser. Day in and day out its advertisements occupy the favored positions in the newspapers. Day in and day out it keeps hammering away. No customer is allowed to forget.

Service founded upon up-to-date business methods tends to hold customers as well as catch them.

Country merchants can and do sell just as cheaply as department stores and in many instances cheaper, but local customers require to be educated to the fact.

If merchants in the smaller towns and villages throughout the country were to co-operate with a view to doing this, the work would not only be made easier but its benefits would be both more effective and more immediate. A three months campaign, for example, during which every advertiser would concentrate his efforts to educate the local residents through the local newspapers would accomplish a great deal of good.

Appeal to local patriotism. Emphasize quality and service as well as price.

Local business men's organizations and boards of trade could help materially in an educational campaign of this kind.

But neither service, quality nor price are very effective without advertising. The tale has to be told to be heard.

WILL NOT BUILD HERE.

A statement was printed in the Detroit evening papers on Wednesday to the effect that the Michigan Stove Co. one of the largest concerns of its kind in the world, has under consideration a plan for invading Canada with its product, the first step being to establish a big assembling plant at Windsor.

The Michigan Stove Company, in a despatch to Hardware and Metal, state that the announcement was entirely unauthorized and deny the truth of the report.

STEEL CORPORATION MERGER NEARING COMPLETION

The merger of Canadian iron and steel mills referred to in Hardware and Metal of April 16, is nearing completion, although indications now point to the present mill merger being but the forerunner of a larger consolidation, just as the recent consolidation of bolt and nut industries was one of the preliminary steps which has led the way to the present combination of interests. As previously stated the present merger includes the Montreal Rolling Mills, Canada Bolt and Nut Co. (with mills at Brantford, Toronto, Belleville and Gananoque), Canada Screw Co., and Hamilton Steel & Iron Co., the shareholders of the latter corporation having been responsible for considerable delay in putting through the deal. That they have now been satisfied is evident from the fact that on Wednesday of this week G. S. Lynch-Staunton, solicitor for the Steel and Iron Co., made application for a Dominion charter for the Canadian Steel Corporation, with a capitalization of \$25,000,000, having headquarters at Hamilton, and having as provisional directors Robert Hobson and C. S. Wilcox, of the Hamilton Steel and Iron Co., Cyrus Birge, Canada Screw Co., Lloyd Harris, Canada Bolt and Nut Co., and W. M. Aitken, of the Royal Securities Co., Montreal, who represents the new holders of the stock of the Montreal Rolling Mills.

Another Merger Later.

The name chosen is identical with the one selected some time ago as the new name for the Dominion Iron and Steel Co., this indicating a future consolidation of the two interests and bearing out the recent statement to Hardware and Metal of J. H. Plummer, president of the Dominion Iron and Steel Co., that the present consolidation was "merely an iron mill merger." From Montreal, however, the report now comes that a further big consolidation of the steel and coal companies is under way, this to comprise the Dominion Steel and Coal and the Hamilton merger. Both the Lake Superior Corporation and the Nova Scotia Company have also been mentioned in this connection, but they have apparently dropped out.

Representatives of the various companies seen by Hardware and Metal declined to give out any information, some going so far as to say that the announcement made from Hamilton was premature. It is known, however, that expert accountants have been going over the books of the various com-

panies in order to secure a basis for the consolidation. In April terms had been arranged with the shareholders of the Canada Screw and Canada Bolt and Nut Companies, and an offer of \$300 was made for Rolling Mills stock quoted at \$250, replies to be made by June 1. This offer has been accepted by most of those concerned. It is also known that some Rolling Mills' employes have been quietly buying stock for the past year or so, one of the fortunate buyers who will clear up a neat profit being George Hunter, Toronto representative of the company. The holders of Hamilton Iron & Steel stock, will, it is understood, receive securities that will approximate \$190, yielding about 9 per cent., or better, for each \$100 worth of stock, paying 8 per cent. that they had in the Hamilton Steel & Iron company.

To Build Rod Mill.

Hamilton, which is to be the headquarters of the present merger, will benefit largely as it is planned to spend about \$1,500,000 in enlarging the blast furnace and steel plant, one of the additions being a rod mill, this being the one link required to complete the chain in Hamilton's hardware manufacturing industry. With a blast furnace and a rod mill at Hamilton, with rolling mills at Hamilton, Toronto, Belleville and Montreal, and with plants at Brantford, Hamilton, Swansea, Belleville, Gananoque and Montreal, for the manufacture of tacks, nails, screws, bolts and nuts, horse-shoes and other finished goods, the new Canadian Steel Corporation will be in a position to produce heavy hardware most economically and practically dominate the market, their chief competitors being the London Rolling Mills, bolts and nuts, London; Graham Nail Co., nails, Toronto, and the Dominion Wire Mfg. Co., nails, screws, etc., Montreal.

Effect on Hardware Trade.

The effect that the merger will have upon the hardware trade is problematical. As a rule, mergers look more to savings in management than to advances in price for their increased dividends and the location of its various plants at Lake Ontario and St. Lawrence river ports, together with its near-control of the market, places the new corporation in a favorable position to make such savings.

Jobbers interviewed by Hardware and Metal expressed the opinion that the merger would be more likely to have a favorable than an unfavorable effect upon their trade. At the present time, they point out, the companies entering

the merger have not been selling through the jobbing houses to a very great extent. Numerous retail houses and other large buyers have been on the jobbers' list. As a result of the consolidation the jobbers consider it likely that the selling policy adopted will be to cut down the expensive sales force and sell more largely through the wholesale houses.

As to the effect upon the retail trade little can yet be said except that in many lines of heavy hardware, particularly wire nails, retailers, speaking generally, make hardly enough to pay the cost of handling and conditions, therefore, could not be made worse. If the consolidation, however, adopts a selling policy which protects the retail trade and enables the retailer to secure the same margin of profit on heavy goods as he gets on staple hardware lines, the merger will be welcomed by the retail trade.

Retailers throughout Ontario, however, are complaining that the selling policy adopted by the recently-formed cement merger is not protecting the retailer and in view of this it is hoped that the men who decide upon the methods to be adopted by the Canadian Steel Corporation in marketing its product will be more far-seeing by recognizing the importance of the retail hardwareman in the process of distributing their products.

MOVING CAUSED DELAY.

Many complaints were received from subscribers last week because of the delay in receiving the May 28 issue of Hardware and Metal. As announced editorially last week, the reason for the delay was the removal of the MacLean Publishing Co.'s offices and printing plant from 10 Front Street to the new home of MacLean's Trade Newspapers at 111-117 University Ave., midway between Queen and College Streets.

Unavoidable and unexpected delays were experienced in the removal and last week's Hardware and Metal was not distributed until Tuesday, and it is probable that the June 4 number will not be mailed to subscribers before Monday, June 6. Succeeding issues, however, will, we expect, be issued in regular time.

Subscribers are again invited to call upon Hardware and Metal in its new offices whenever they happen to visit Toronto, and the same invitation is extended to those who visit Montreal, Winnipeg, London, Eng., or New York, where branch offices are maintained.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Linseed Oil—Cut of 2c.

Toronto.

Linseed Oil—Down 2c.

MONTREAL.

June 3.—With no change in quotations the local markets have not been marked by any strong feature. Trade in all metals is moving briskly for immediate wants. The aggregate volume for May was exceedingly good, and as users generally have little stocks this month is expected to show equally good figures. There is one satisfactory side to this buying from hand-to-mouth, so far as merchants are concerned—consumers must buy no matter what prices may be ruling.

The primary markets likewise have been without any great character. In tin a weakness was developed around the Banca sale, and has continued. Copper is stronger both in London and New York, according to listed quotations, but there is some doubt whether there is any real foundation for firmer figures. There seems to be a diversity of opinion as to the real position of the United States iron situation. Some authorities say that the buying has been slow, while others take the opposite stand and say that the buying has been heavy. If the latter is correct it is rather significant that prices have been inclined to sag. There is no doubt that furnace interests are meeting buyers and this looks as if the latter were holding off. Finished steel is brighter, owing to the better demand from large agricultural implement makers. The Old Country markets are quiet with Cleveland warrants showing weakness.

Pig Iron.—Imported iron continues to be shipped freely, and the pressing wants of users for the time being seem pretty well satisfied. Large orders are being booked for fall delivery. Scotch brands are strongly held by producers, and higher prices for the fall are expected. Domestic furnaces are getting all the orders they want, and the market is showing a good tone. We quote domestic iron, \$22; Imported: Middlesboro, \$17 to \$17.50; Summerlee, \$20.25 to \$20.50; Cleveland, \$18, and Carron special, \$20.

A sagging in pig iron is noticed in the States, but with consumption improving and production lessening prospects look brighter than they did. Cleveland warrants have shown an easing off, and the market is not very bright in tone. Scotch grades are strong for futures.

Tin.—although no change has occurred in quotations for jobbing lots the weakness shown in London during the middle of the week caused a shading for large lots, and inside figures could easily be obtained. A continuance of the weakness will cause a general cut next week. Trade is good, for immediate wants. The bulk moving for May was very satisfactory, and heavier in some cases than was thought to be the case. The Banca sale last week seems to have depressed the London market, while the threatened corner in spot tin

in New York for May having failed to materialize, there has naturally been a reaction. The market is reported dull with sellers willing to meet buyers.

Copper.—Copper is unchanged at 14c for jobbing lots, but showing more firmness. Slightly more interest is being taken in the market due no doubt to the tendency for copper in New York to tighten, and the need for the metal. Stronger figures in London has helped New York, and although the buying is still slow the market is slightly firmer. There has been an increase in exports, but unfortunately this metal seems to be going into warehouses rather than into consumers' hands, which means that the market will still have to carry it.

Spelter.—Spelter is unchanged at 5½c, with the market firm and trade good. Importations are heavy, but the demand keeps well up to the supply. While St. Louis has now taken a turn to show weakness, London has developed strength again, and the market has been rising since the middle of the month. The home demand has improved, and the European Syndicate seems to have stronger control again. St. Louis has been unsettled by the liquidation of heavy stocks.

Lead.—Lead is unchanged both for imported and domestic. Trade has improved a little, but the market is not firm, owing to the conditions in England. Here lead has shown a sagging tendency during the week. The demand is fair but holders are willing to meet buyers at cut prices.

Scrap.—A fair movement is noted in scrap, especially in iron. The market is fairly firm, but there is no snap to trade or to prices. We quote: Heavy copper and wire is 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 6 cents; light brass, 6 cents; tea lead, 2½c; heavy lead, 2½c; scrap zinc, 2c; No. 1 wrought iron, \$12; machinery cast scrap, No. 1, \$16; stove plate, \$12.50; malleable, \$9; miscellaneous steel, \$5.

TORONTO.

June 3.—With the opening of June a better feeling has been apparent, in fact with the opening of the week metals have swung round in better shape. Iron and steel are slightly more active, and following their lead the other metals are gradually improving. Canadian iron makers are as busy as ever, and continue to quote high on pig iron.

Market quotations are unchanged, but as a consequence of better business, prices hold firmer than a week ago. The outlook is good for future business. The

United States and British markets, too, show more hopeful signs, and all this has tended greatly to strengthen faith in the metal market. There are, however, no untoward features to report.

Pig Iron.—There is a little more business being done this week, which fact has greatly helped the situation, not only as regards iron and steel, but as well the other metals. Importations are coming in freely and more steadily now, but the better demand has prevented any accumulation of stocks. At present the movement of pig iron and iron and steel lines is eminently satisfactory. Canadian foundry iron continues to be quoted at \$22, but that is merely to ward off any awkward accumulation of bookings that might prove injurious later on. Domestic iron makers are decidedly busy, but are now rapidly overtaking the great number of orders accepted months ago. British iron local quotations are unchanged, and the situation is tending to firmer prices. Summerlee and Glengarnock are at \$23; Jarro, \$21.25; and No. 1 Middlesbro, \$21.

Copper.—The red metal has become active again, but not sufficiently so to alter prices, the local quotation still standing at \$13.90. Copper and brass users are taking up large quantities and in most cases are running their plants into the night. The uncertainty of the situation in the recent past, however, was responsible for a small failure in Toronto during the week.

Tin.—Stocks not at all large for many months continue to dwindle. This has made the quotation of the metal very firm, and especially so as demand is quite active. The local price stands at 36c. a pound for hundred pound lots.

Lead.—This metal is rather firmer on a better demand, though the situation as regards lead generally is not much improved over a week ago. Prices for ordinary quantities remain at \$3.70 for domestic and \$3.80 for imported.

Spelter.—It is likely that spelter will from now on repeat its steady record of a year ago. Very active trading is being done this week and the situation is much improved over even a week ago. The quotation has not advanced, however, and still stands at \$5.90.

Plates and Sheets.—Trading keeps up at a lively pace, all sections of the province buying in good volume. Prices hold firm, though unchanged.

Old Materials.—The situation remains much the same as last week, with not a single change in prices. Heavy copper and wire are worth 11½c; light copper bottoms, 10c; heavy red brass, 9½c. to 10c.; heavy yellow brass, 8c.; light brass, 6c.; tea lead, 2½c.; heavy lead, 2½c.; scrap zinc, 3½c.; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$13; malleable, \$8; miscellaneous steel, \$6; old rubbers, 9 cents.

HARDWARE MARKETS

MONTREAL.

June 3.—The weather continues to be all against the flow of orders, but despite this, jobbers are dealing with plenty of business of a sorting-up description. Booking is affected by the climatic conditions. If the early summer goods had

moved quicker, fall lines would have been more to the fore. Ammunition shows the best improvement, with guns, lanterns, and sleigh bells following.

Harvest tools are moving well, while builders' hardware continues to be very prominent. Heavy hardware keeps ac-

HARDWARE AND METAL.

tive. Shipments of sheet metals are now coming in freely, and jobbers are in good supply. Hammocks and garden seats have been retarded somewhat by the weather. Sad irons have shown marked development, Hay wire has shown improvement, while barb wire is steady.

No changes are reported in important lines. There is a feeling that bolts are billed for an advance, but nothing has been announced as yet. The markets generally are in good shape.

Seasonable Lines—The unfavorable weather is keeping back the movement of many lines, but sorting-up orders in refrigerators, freezers, screen doors, hose and lawn goods continue to come in steadily and keep jobbers busy. Hammocks, garden seats, and other warm weather goods are being retarded. We continue to quote: Lawn mowers, low wheel, \$2.55 to \$2.75; 9-in. by 12, \$3.30; 9-in. by 14, \$3.55; 9-in. by 16, \$3.80; 10½-in. by 12, \$5.15; 10½-in. by 14, \$4.25; 10½-in. by 16, \$4.65. Garden hose, good quality, 60 off; medium, 60, 10 and 10; fair, 70 and 10. Hose nozzles, \$3.50 per dozen. up. Couplings, \$1 per dozen.

Builders' Hardware—The demand continues of a brisk character. Lock sets of good grade are prominent movers, while door pulls, bolts and butts are active. We continue to quote: Lock sets (inside) \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½¢ to 33¢.

Bolts and Nuts—It is anticipated that bolts may be advanced, but nothing definite has yet been announced. Orders for well-assorted lots are coming in steadily. We quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½¢.

Miners' Supplies—The market situation is unchanged. Orders, while not so brisk as they were, are coming in steadily in a sorting-up way. We quote:—Miners' picks, 16½¢; pick handles, \$1.85 a dozen; drilling hammers, 6¢ a pound; crowbars, 3½¢; drill steel, 8¢.

Harvest Tools—These lines are most prominent. No doubt the weather is keeping back a large amount of business, but dealers are experiencing a good demand, and are already, in some instances, sending in repeat orders. We quote: Harvest tools, 50 and 5 off; scythes, cast steel, \$6; better grades, \$7 and up; grass hooks, \$1.60 to \$2 per dozen.

Heavy Hardware—There is a good demand for heavy hardware, especially for sheet metal. Shipments are now arriving freely, and jobbers are in good supply. We quote: Chain coil, ¼, \$5.25; ¾, \$3.80; ½, \$3.50; ¾, \$3.25; 1, \$3.25; anchors, 40½ lb. up; merchant bar iron and mild steel, \$1.90; steam gauges, \$1.50 each up; injectors, \$4 to \$18 each; and steam gauges, 35¢ to 80¢.

Wire—Hay wire is now moving out well. Barb is steady. We continue to quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots,

\$2.75; small, \$2.80. Galvanized wire, No. 9, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30 straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

June 3.—"Steadily active" about covers the state of the hardware trade just now. Jobbers have not the congestion of orders filling up shipping rooms, but the orders coming in are entirely satisfactory just the same. Repeats are calling for quantities not much below original spring orders, and cover a range of goods that are particularly seasonable.

There is nothing specially outstanding, if we except the talk of this week's steel, bolt and screw merger. Demand still exists for roller skates; there have been and are yet some splendid sales of lawn mowers, and garden, lawn and kindred goods, and builders' hardware shipments are very brisk. Prices on the whole are unchanged and firm, with no immediate prospects for any particular line to advance or recede.

Seasonable Goods—The range of goods coming under this head are of great variety, and include lawn, farm, field, garden and verandah goods, as well as household articles, with opening inquiries for camping and general summer lines. The selling leaders take in lawn mowers, window and door screens, hay forks, fence wire, and shovels and spades—all of which have gone out in immense quantities of late. There is also a good call distributed over garden tool sets, general agricultural implements, lawn seats, hammocks and like articles.

Builders' Hardware—Inquiries, orders and deliveries of lock sets, bolts, nuts, screws, etc., are now at fever heat, and this department is again proving itself a leader as a seasonable part of the hardware business. A great many U.S. and British manufacturers have been cultivating the Canadian field this spring, thus proving the splendid position held out for this country.

Household Goods—While the demand for wringers, mops, washing machines, tubs, etc., is still good (and is likely to remain so for the summer) there is some inquiry for summer lines like coal oil stoves, tin and enamel ware, brushes and brooms, and utensils and supplies for the camper and summer cottager. Refrigerators, too, are increasing their hold through the hardware trade. One U. S. manufacturer whose goods go through this channel, states that already he has sold all his season's better and cheaper lines. For some unaccountable reason the medium grades are not in such good demand as in late years. Ice cream freezers and fruit presses are going along fairly well and the former are gradually increasing and extending their hold on the trade.

Heavy Goods—There are immense quantities of pipe going forward just now for gas, water and electric wire purposes. These, of course, of the smaller sizes. Municipalities have been buying more freely this year of the larger grades. Bars and rods are active, especially the latter, and nails are being delivered with almost every order being received.

Cutlery and Glassware—The month of weddings is responsible for the displays of carving sets, table cutlery, cut glass, copper, beaten brass, clocks, and other articles now being handled by an increasing number of hardwaremen. In the larger centres these merchants say the cultivating of this presentation field is well worth while.

Sporting Goods—Demand for roller skates is as great as ever, and manufacturers and jobbers are compelled to cut in two every order received, trying thereby to spread satisfaction. Auto supplies are growing in importance. Baseball and lacrosse supplies are steady and active, and fishing rods and tackle are fair.

U. S. METAL MARKET.

New York, June 1.—The Iron Age says: The Chicago district has been the chief centre of activity in the past week. Pig iron contracts closed there, chiefly for basic and malleable Bessemer, amounted to fully 60,000 tons, while orders for bridge work were placed by the railroads after long negotiation to a total of more than 24,000 tons.

Buying of pig iron has brought out lower prices in nearly all markets. Buffalo reports sales of 40,000 tons at from 25 to 50 cents below last week's basis. Southern iron has been sold in round lots at \$11.50, Birmingham, for No. 2. In some cases producers not willing heretofore to name this price have come to it, and after booking a certain amount have refused further orders for last half at less than \$12. In New England, iron from New York State and Virginia furnaces has sold at \$1.50, delivered.

The wire trade, in which for some time buying by jobbers has not been up to expectations, shows improvement, with a better movement of stocks from jobbers' hands.

U. S. IRON TRADE.

Cleveland, June 2.—The Iron Trade Review says: In some branches of the iron and steel trade, the volume of business booked during the month of May does not make a very favorable showing as compared with the previous month, in view of the expectation that buying in all lines would be more general. However, the close of the month finds the market, taken as a whole, in a more promising condition. In certain lines, according to the monthly reports, a slight gain is shown in actual bookings and specifications. On pig iron, coke and old material, it is generally believed that the bottom has been reached. In structural lines, there is considerable work appearing and some fairly large awards have been made. Mills making large pipe are running full time and this market shows a decidedly stronger tone. Demand for wire and nails is more general, although sales are confined chiefly to small lots.

On June 3 fire did considerable damage to the store of Whites Limited, wholesale and retail hardware merchants, Huntsville. The loss by fire, smoke, and water cannot be accurately estimated at present.

HARDWARE TRADE GOSSIP

Ontario.

Thos. Fortye, managing director, of the Peterboro Lock Co., Peterboro, was a visitor to Toronto during the week.

The Dominion Abrasive Wheel Co. have secured a plant at New Toronto, and will commence immediately to manufacture emery wheels and other abrasive materials, J. R. Baxter, Montreal, being one of those interested in the Toronto company.

W. Shives Fisher, president of the Enterprise Foundry Co., Sackville, N.B., passed through Toronto on Wednesday on his return from a two months' trip to western Canada, during which he visited Saskatoon, where his firm are interested in the Enterprise Hardware Co., which is doing a large wholesale business in heating goods, stoves and ranges, and plumbing supplies.

W. J. Henderson, with R. R. Woods' hardware at Elk Lake, spent a couple of days in Toronto during the week. He had been to his old home in Collingwood for a visit, and returned to his post on the Montreal River on Thursday. Mr. Henderson stated that after the fire which a couple of months ago destroyed Woods' hardware store in the general devastation of the town it took but four weeks to erect a new store, 32x57 feet, stock it and have it ready for business.

Mrs. Sarah Haldenby, mother of Chas. N. Haldenby, manager of Sanderson Pearcey & Co., paint manufacturers, Toronto, died on Tuesday last of apoplexy, aged 88 years. She was born in Ireland, and came to Canada when a young woman, residing for many years at Whitby, and latterly in Toronto. She leaves six children. One of her daughters is the wife of Sanderson Pearcey, president of Sanderson Pearcey & Co., and another is the wife of Edward Fielding, turpentine and oil broker, Toronto.

Thos. R. Ellin, manufacturer of labor-saving tools and cutlery, Sheffield, Eng., was a caller at the Toronto office of Hardware and Metal on Thursday last. He was on his way home from Winnipeg and left for Montreal that evening. For the past month Mr. Ellin has been in Canada in the interests of his business. He was out here 25 years ago and said he noticed a wonderful change in the development of the country. Mr. Ellin thought a reaction was setting in here in Canada against very cheap stuff which had in the past found a ready sale in this market, and he met quite a number of buyers looking for better quality goods even at much higher prices. "There has been a big awakening in England in the past few years," said Mr. Ellin, "and manufacturers at home had more orders than they could fill. They were looking after the foreign markets more closely now." He found Canadian buyers very conservative. This is probably due to the fact that the market has been flooded with representatives of a number of firms making cheap goods. The natural remedy for this is for the English manufacturer to impress the quality of his goods on the trade."

Quebec

Mrs. Davidson, widow of the late Thomas Davidson, founder of the firm

of the Thos. Davidson Manf. Co., died on Sunday in Montreal the age of 83.

C. M. Strange, sales manager of Lewis Bros., Montreal, was in Ottawa this week.

C. S. Cameron secretary of the Dominion Iron and Steel Co. was in Montreal this week.

Willis Mitchell, representing James Cartland & Son, Birmingham, Eng., is on his way out to Montreal.

F. A. Johnson, managing director of the J. C. McLaren Belting Company, Montreal, has been on a visit to Toronto.

Philip R. Labelle, Montreal, representing the British United Manufacturers' Agency, is away on an extended trip to the west.

The business of the late Geo. R. Prowse, manufacturer of steel ranges and cooking apparatus, Montreal, has now been acquired by C. C. Prowse, who who associated with W. P. McVey and S. W. Cuthbert, has formed a company to be known as the Geo. R. Prowse Co.

The Massachusetts Chemical Co., Walpole Shoe Supply Works and Walpole Varnish Works of Walpole, Mass., the Valveless Inner Tube Co., of New York, and the Walpole Rubber Co., of Granby, Que., have formed a merger under the title Walpole Rubber Co. All these companies have been doing business as independent enterprises, and it is expected that, by cutting expenses and co-operation incident to the merger, they will be more prosperous under a single management.

Major Fred Stork, hardwareman of Prince Rupert, B.C., has been elected first mayor of that city. Up to the present Prince Rupert has been governed by a Provincial commission. Major Stork is repeating his experience at Fernie, of which city he was also elected first mayor.

Western Canada.

J. S. Powell has opened a stove store at Beulah, Man.

The Morrin-Thompson Co., hardwaremen, Phoenix, B.C., are erecting a new warehouse.

F. H. Tallman, hardware merchant, Red Deer, Alta., has sold his tinsmithing department.

TWO NEW BRITISH GUNS.

In order to facilitate business, W. W. Greener, gun makers, Birmingham and London, have opened a branch house at 63 and 65 Beaver Hall Hill, Montreal, under the management of G. H. Oliver, who is a nephew of Mr. Greener, and until recently manager at the London branch. A comprehensive stock will be carried for the benefit of the wholesale trade, and the goods will be delivered duty free, Montreal, thus obviating delay of shipping direct from England, and the trouble with the customs. Mr. Oliver is conversant with all the requirements of the gun business, and has traveled extensively in different parts of the world. He is, therefore, in a position to answer any inquiries.

The firm is putting on the market two special lines for Canada, a 12-bore double hammerless gun, and a 12-bore double hammerless ejector. Mr. Oliver also intends to pay much attention to the de-

velopment of miniature rifle shooting in Canada. In the Old Country and other parts of the British Empire, there have been great strides in this mid-range shooting. W. W. Greener makes a strong feature of miniature rifles, and the Greener 310-bore is the only rifle that in open competition of the world at the National Rifle Association meet at Bisley made full score at 500 yards, and is the recognized calibre for mid-range shooting. The ammunition is cordite, and about the third of the price of the usual service cartridge. The Greener cadet rifles are supplied to all the Australian cadets, Mr. Oliver himself obtaining a contract from the Australian Government for thousands of the rifles, and used by schools, etc., in all parts of the world. The Greener catalogues illustrate a wide range of guns, etc., and give some idea of the absolute care that is taken in turning out and passing every Greener gun. W. W. Greener has representatives now on the road, and will cover Canada from the Atlantic to the Pacific.

APPOINTED ONTARIO AGENT.

The Griffon Cutlery Co., 476 Broadway, New York, manufacturers of "Carbo-Magnetic" razors, have appointed C. M. Woodburn, Toronto, as their sales representative in Ontario, and Mr. Wood-



C. M. WOODBURN, TORONTO.

burn is in New York this week completing arrangements for taking over the line, which includes all the specialties handled by the firm of A. L. Silberstein, New York.

Mr. Woodburn has a wide connection with the trade in Ontario, having been for ten years Ontario salesman for E. F. Walter & Co., cutlery jobbers, Montreal, and for the past two years on the road for T. B. Lee, cutlery and skate merchant, Toronto. Mr. Woodburn has already opened an office in the Bank of Commerce building, King and Jarvis Sts., Toronto.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

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AGENCIES WANTED

THE HOMES' HELP, No. 20 Charlotte St., Port-of-Spain, Trinidad, B.W.I., are prepared to receive consignments, also agencies throughout Canada. Correspondence solicited. (32)

AGENTS WANTED

WANTED—Agent to sell Gas and Electric Lighting Fixtures, including fancy bronze and brass figures, for large German manufacturer. Apply to **ARTHUR ZUERN**, Berlin, S.W. 42, Germany. (23)

ARTICLES FOR SALE

FOR SALE—Balance of Tinner's Tools at low prices to clear quickly. Send for list. Telephone City Stores, Ltd., Brantford, Ont. (25)

BUSINESS CHANCES

FOR SALE—Hardware—Well established hardware, stove and tinware business in one of the best districts in Saskatchewan. Stock and fixtures \$6,000. Good turnover. Reasonable rent. Apply to **Merrick-Anderson Co.**, Winnipeg. (24)

FOR SALE—Retail hardware business in growing city of Western Ontario, or will take working partner with some money. Apply **James Williams**, 56 Rusholme Road, Toronto. (23tf)

FOR SALE—Up-to-date hardware, furniture and undertaking business for sale in new Western town, two years old. 1908 turnover \$14,000; 1909 turnover \$32,000. Ill health reason for selling. Box 10, **HARDWARE AND METAL**, 511 Union Bank Building, Winnipeg. (10tf)

HARDWARE BUSINESS FOR SALE in best town in New Ontario. Apply to **Wainwright & Morrison**, Sudbury, Ont. (24)

HARDWARE AND TIN BUSINESS FOR SALE—Ontario town. Attractive business centre. Always strong trade conditions. Stock \$14,000. Turnover \$45,000. Terms easy. Full money payment not required. Would consider competent and desirable man for partner. Apply Box 998, **HARDWARE AND METAL**, Toronto. (24)

HARDWARE, Stove and Tinware business for sale on reasonable terms, established thirty years in a fine section of country in Western Ontario. Good village. One other opposition. Owner wishes to retire. Also the store for sale or rent. Fine stand on the corner and positively the best stand in the town. This business will stand closest inspection. Apply Box 996, **HARDWARE AND METAL**, Toronto. (25)

PLUMBING AND TINSMITHING BUSINESS in good town of Huron County. Waterworks; sewerage started. Snap for quick sale. Stock about two thousand. Address Box 999, **HARDWARE AND METAL**, Toronto. (24)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. **Elliott Fisher, Limited**, Room 314, Stair Building, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling customers, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

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ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this Continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont. (tf)

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IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

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WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

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YOU don't buy a National Cash Register—it pays for itself. Saves money. Prevents mistakes. We can prove it. National Cash Register Co., 285 Yonge Street, Toronto.

PARTNER WANTED

DESIRABLE BRIGHT MAN, with experienced competency to enter as partner in one of the best, strongly established, happy going hardware and tin business institutions in Ontario. For interesting particulars apply **J. M. ROBERTSON ESTATE**, Tweed, Ont. (23)

SITUATION WANTED

HARDWARE CLERK, with three good years' experience, wants position. Good salesman and stock-keeper. Good references. Apply P.O. Box 24, Cryslar, Ont. (23)

SITUATIONS VACANT

CATALOGUE and Advertising Manager. First-class man with practical experience and executive ability is open to improve position. Box 997, **HARDWARE AND METAL**, Toronto. (23)

WANTED—Situation as hardware clerk. About one year's experience. References if required. Frank R. Maines, Tweed, Ont. (28)

WANTED a tinsmith for Western Town, steady job for good man. Apply Manitoba Hardware & Lumber Co., Miniota, Man. (18tf)

WANTED—First-class hardware salesman for Calgary, Alta. Must be a good window dresser and have some experience in advertising. One who has had experience in a city store preferred. Apply, stating age, experience and salary expected, to P.O. Box 298, Calgary, Alta. (23)

WANTED—Experienced hardware clerk, good stove salesman, must speak French and English. Give references, state age, experience and salary; send photo; good position to right party. Don't waste ink if you cannot fill the above requirements. The Moose Jaw Hardware Co., Ltd., Moose Jaw, Sask. (25)

WANTED—Energetic, up-to-date thoroughly posted hardware man for Manager Retail Department, general hardware, stoves, sporting goods, etc. by concern doing large general hardware, jobbing and mill supply business. Good position for the right man. Give experience, references, age and salary expected. Address Box 989, Hardware and Metal, Toronto. (19tf)

Trade News from the Atlantic to the Pacific

Barytes Mine in New Brunswick to be Operated — Guelph Hardwaremen Showing Some Timely Window Displays — Work of Merchants' Collection Agency at Chatham—Shipbuilding Plant at Port Arthur

ST. JOHN.

June 1.—Joseph Bradley, of Three Rivers, Quebec, mining engineer for the Canada Paint Co., of Montreal and Winnipeg, has been in the province several weeks, and as a result of his visit the company will re-open and operate the old barytes mine at Gouldville, near Memramcook, Westmoreland county. Mr. Bradley states that a good vein has been discovered that will give the company material to work with for several years to come. Machinery will be shipped at once from Montreal and active operations commenced.

The contract for building the new St. Dunstan's school, at Fredericton, has been awarded to Fred T. Ryan, of Fredericton. The figure is about \$30,000.

The Canada Woodenware Co. is applying for letters patent to increase their capital stock from \$24,000 to \$49,000, and to change their head office from Hampton to South Bay. The company's plant at Hampton was destroyed by fire two years ago and a new company has now been formed to carry on the business of manufacturing tubs, pails, etc., at South Bay. W. E. H.

HALIFAX.

May 28.—The hardware jobbers report business in fairly good volume for the season of the year. The travelers now on the road are sending in good orders for general lines, and the prospects for a busy season are exceedingly bright. Firm prices prevail for all lines. At the present the prices of paints, oils, and varnishes are attracting the attention of both the wholesale and the retail trade. These articles are now in good demand, but the increased cost is restricting business to some extent.

Cement is in good demand with prices firm, and haying tools are selling quite freely in anticipation of a good crop. The orders coming in for glass are fairly good, but they are somewhat below the average. Brushes are selling freely and the prices are steady. Brooms are high, the figures quoted being in excess of anything heretofore listed for this article.

The retail hardware dealers report business good all round. Fly screens, nails, screen doors, and enamelware are the leaders. The retailers who handled trout fishing tackle this season, report that business was better than ever before. The prices were more reasonable for several lines, and this in a measure is given as one of the causes of the increased business.

The building outlook in Halifax this season is not very bright. There is only one large contract on, and that is for the Y.M.C.A., costing upwards of \$150,000.

A recent fire did serious damage to the stove plant of Hillis & Sons, Halifax. The fire destroyed the pattern shop and pattern storage room, together with part of the stove patterns and all

of the wood patterns, the accumulation of thirty-five years. The machinery and power plants were saved and the moulding and machine shops are running as usual.

GUELPH.

May 31.—F. Reed, of the Bond Hardware Co.'s staff, who has had a good deal to do with many of the attractive and artistic window displays of which this firm has made a feature, is about to leave for Hamilton, where he has taken a position.

H. Occomore is making arrangements for a gas stove demonstration which he will hold in his store next week. He intends to have several gas stoves set up in his store and connected. There will likely be one in the window at which a cook in white cap and apron will be busily engaged in making biscuits. An expert salesman from the firm which manufactures the stoves thus advertised will be present to demonstrate the stoves to customers.

Penfold Bros. have enjoyed a very good spring season for farm hardware. They have a large country trade in which there has been a gratifying increase this season.

McMillan Bros. have their windows seasonably dressed with coal-oil stoves, refrigerators, lawn mowers, garden hose and other seasonable goods.

The fishing season was well observed by the local hardware merchants, several of whom had very attractive window displays of fishing tackle. The Bond Co.'s fishing tackle window was perhaps the most attractive. It had a tub set in to the level of the window, filled with water, and with a couple of fish swimming about in it. The live fish attracted a great deal of attention to the splendid assortment of fishing goods that was well arranged in the balance of the window.

H. Occomore, when complimented by your correspondent, about a woodenware display which he has in one of his windows this week, admitted that it was a rather good display, but claimed that he had never been able to duplicate his great success of last spring when he had a window full of woodenware displayed in the shape of millinery. He had never in all his experience had a more talked of display than that, and only the other day a fellow-merchant asked him if he was not going to repeat it this season, as it was such a good ad. for him last year.

CHATHAM.

May 31.—A. D. Westman, of Westman Bros., hardware, president of the local branch of the Retail Merchants' Association, was at this evening's meeting appointed to represent Chatham merchants at the annual convention to be held at Kingston, on June 21 and 22.

The local collection department has collected during the past year \$1,095.76, according to the report presented by Collector Askunas to-night. In addition,

many debtors have settled direct with the merchants as the result of the department's activities, while there is also the item of insurance to the merchant against dead beats to be considered. An aggressive campaign will be inaugurated to start the new department year with a good list of members in the collection department, which though handicapped by a change in the personnel of the collector involving a month's break in the service has more than paid its way.

The Walker Pant & Shirt Co., Walkerville, will early in July commence the manufacture of pants, shirts, overalls and similar lines, about 30 hands being employed at the start with prospects of an increase. Most of these will be women.

The Anhut Motor Car Co., Detroit and Chatham, will in July commence the manufacture at the Chatham branch of cars for next year's Canadian trade.

PORT ARTHUR.

May 30.—Recognizing the increase in shipping at the head of the Great Lakes, the Western Dry Dock & Shipbuilding Co. now have under construction a \$1,250,000 dry dock and shipbuilding plant. This will be capable of handling the largest boats at present on the lakes, and the keels for two 600-foot freighters are expected to be laid as soon as the plant is far enough advanced for same.

This work will entail a large amount of machinery, as there will be a complete boiler shop, rolling and punching shops, pattern shop and foundry. It will employ at least 500 hands when in complete operation. At the present moment about 200 men are on the ground on the construction work.

WINNIPEG.

June 1.—Harry Nobbs, for the past few years manager of the Metallic Roofing Co., Winnipeg, has become manager of the metal department for Dunn Bros., builders, of this city. At present Mr. Nobbs is in St. Boniface hospital recovering from an operation for appendicitis.

Roy Duncan, formerly a clerk in the J. E. Martin Hardware Co. store, Milestone, Sask., has been engaged as office manager and city traveler for the Searle Varnish Co., which recently opened an office and warehouse here.

The Pease-Waldon Co., of this city, have recently secured contracts to install heating and ventilating systems in schools situated in Edmonton, Stettler, Man.; Somerset, Man.; Sperling, Man.; Starbuck, Man.; Tabor, Alta., and St. James, Winnipeg.

The Winnipeg Paint & Glass Co. report business in an excellent condition in the city this spring. It is evident that the amount of exterior and interior renovating is much in excess of last year. The fact also that the best grade of paints are being used as a general rule is interesting, and indicates that finances everywhere are in good condition.

J. E. Bennett, representing the Wire Goods, Co., Worcester, Mass., called on the local trade last week.

Stephens

**PURE PAINTS are
Absolutely Guaranteed**

We do not make or sell inferior paints. You can sell them to your customers with every confidence that they will do their work right with proper usage.

If you are in a hurry, we are always ready to ship as soon as we receive your order.

G. F. STEPHENS & CO., Limited

Manufacturers of PAINT and VARNISH

WINNIPEG, Can.

FOR ONE CENT

Get a copy of our

New Catalogue No. 5

IT'S COMPLETE

A Postal Card will bring it.

We are the *only manufacturers* in the West of
Metal Shingles and Siding, Metal Ceilings and Walls,
Corrugated Iron (Painted and Galvanized),
Eavetrough, Conductor Pipe, etc.

Good Goods.

Right Prices.

Protection for the Dealer.

Winnipeg Ceiling and Roofing Company
WINNIPEG

**Unlimited Results
can be assured by
the sale of Quality
Heating Apparatus**

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

Pease Furnaces are constructed on the principle of "How Good."

Write for Catalogue.

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Queen City Water White Oil

**GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE**

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, June 2.—The return of much desired warm weather, and the check in business caused by holidays recently has tended to give every branch of the trade at present, a brisk appearance. There has been no abatement in the building operations in the west and this has reached tremendous proportions. Many buildings are being fitted up inside, and the demand for locks, hinges, etc., is very heavy just now. In these particular lines wholesalers cannot get satisfactory deliveries from the factories, and they do not attempt to keep a complete stock. Solder is reported very strong and advances may be made any time. We make some changes in the kerosene quotations and the tone is weakening. The most interesting article in the list this week is linseed oil and local firms are undecided at present what the future price is to be. The local market has not been reduced with the eastern price, which is controlled by the British market. There is no local or even Canadian condition which would warrant a decline here, and much depends upon the over-sea market.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Bolts—Carriage ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65 spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Blocks—Steel, 45; wood, 60 per cent. Cut Nails—\$3.10 per keg base; pressed spikes, \$3.50 base, usual extras.

Copper—Planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40; full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Clevises—7½ cents per lb.

Enamelware—Canada, 50; Imperial 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 p.c.

Fittings—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.80; 22, and 24, \$4; 26, \$4.20; 28, \$4.60; 30 gauge or

10¾-oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to 1, \$5; No. 2 and larger, \$4.75; feather-weight, \$6.15.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., \$2.45; ⅜-in., \$2.75; ½-in., \$3.30; ¾-in., \$4.10; 1-in., \$5.80; 1¼-in., \$8; 1½-in., \$9.50; 2-in., \$12.70; 2½-in., \$20.80; 3-in., \$27.40; 3½-in., \$34.20; 4-in., \$39; 4½-in., \$43.50. Galvanized, ¼-in., \$3.40; ⅜-in., \$3.70; ½-in., \$4; ¾-in., \$5.25; 1-in., \$7.60; 1¼-in., \$10.35; 1½-in., \$12.70; 2-in., \$17.

Logging Chains—5-16, \$6; ¾, \$5.50; 7-16, \$4.70.

Lanterns—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 19c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; Red Rose, 25½c; Silverlight, 16c; Keystone special, 20c; engine gasolene, 24c-25c; acme lamp, 28c; White Lily, 26c; Royal, 24c; White Rose, 22c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100-pound drums, \$2.75; turpentine, bbl. lots, 90c per gal; linseed oil, raw, \$1.05; boiled, 3c per gal. advance on this price.

Pig Lead—\$5. Lead pipe, \$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope.—Sisal, 9½; pure manila, 11; British manila, 9½; lath yarn, 9½c.

Steel Squares.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder.—21c per lb.

Screws.—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Stove Pipes.—6-inch, \$8.69; 7-inch, \$9.31.

Tin Plates.—I.C. charcoal 20 x 28 full box, \$9.25; ¼ box, \$4.87½; IX, full box, \$11.25; ¼ box, \$5.87½; IXX, full box, \$13.25; ¼ box, \$6.87½.

Tinware, Etc.—Pressed, retinned and

plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., \$3.05; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Wire Nails.—\$2.80 Winnipeg and \$2.35 Fort William.

BANQUET AND PRESENTATION.

At the Place Viger Hotel, Montreal, on Saturday evening, a banquet was tendered by the officers and staff of A. C. Leslie & Co., to their president, William Strachan Leslie, on the occasion of his approaching marriage. The table was beautifully decorated and special menus and decorations had been arranged. After dinner, George B. Ball, the Toronto representative of the company, proposed the health of Mr. Leslie, and on behalf of the company presented him with a magnificent mahogany cabinet of solid silverware. Mr. Ball's remarks were of a complimentary character, dealing with the esteem in which Mr. Leslie is held, both in business and social circles, and of the loyalty felt by the officers and staff of the company towards him. Mr. Leslie suitably acknowledged the gift, and expressed his heartiest thanks for the co-operation and assistance received from those under his direction. The toast to "Our Guests" was proposed by John Ryan, and responded to in a humorous vein by William Clelland. "The Ladies" were well looked after by J. N. McCuaig, who feelingly expressed his regret at having to remain in the unmarried men's ranks, the response being made by D. Wilson. The toast of the firm was proposed by W. T. Cox, who spoke of the high regard in which A. C. Leslie & Co. were held by all those having dealings with them throughout the Dominion, and E. H. Copland responded with a brief sketch of the firm since its establishment by the late Mr. A. C. Leslie in the year 1866. The chairman, Thomas H. Jordan, then presented Mr. Leslie with a silver salver on behalf of John Lysaght, Bristol, Eng., who have been represented in Canada by A. C. Leslie & Co. for a great many years.

LETTER BOX.

Reliance Freezer.—The Rosssburn Hardware Co., Rosssburn, Man., ask where they can procure the Reliance ice cream freezer.

From the Reliance Mfg. Co., 786 Washington Ave., Boston, Mass.—Editor.

Miners' Lamps.—"Subscriber," asks for the names of manufacturers of miners' lamps.

The N. L. Piper Railway Supply Co., Toronto, manufacture a miner's lamp, but have no special name for it. Manufacturers of miners' lamps in the United States are the American Tube & Stamping Co., Bridgeport, Conn., The Hero Fruit Jar Co., East Letterly St., Philadelphia, Pa., The Maple City Mfg. Co., Monmouth, Ill.—Editor.

Ask US to quote you for

PAINTS (Ready Mixed
and in paste.)
DRY COLOURS
DISTEMPERS, VARNISHES, ETC.

Why?

BECAUSE!!

We are makers of nearly one
hundred years' experience
and know that we can compete

**HOYLE
ROBSON
BARNETT & CO.
LTD.**

HEAD OFFICES:

**35 CLOSE, NEWCASTLE-ON-TYNE,
ENGLAND**

CONTRACTORS TO
H. M. ADMIRALTY and WAR OFFICE

To save time, please send samples to
match and fullest particulars.

**Jardine Universal Ratchet
Clamp Drill**

Used in factories of all kinds for
hurried machine repairs.

All machine shops and railway
shops should have it.

Bridge builders, track layers,
and structural metal workers
have constant use for it.

Send for Description.

A. B. JARDINE & CO.
PESPELER ONTARIO

THE BEST SEED



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HE selection of flaxseed is of first importance in the manufacture of pure linseed oil—for only with the best seed can the highest quality oil be made. We buy the choicest North-western No. 1 flaxseed and we re-clean the seed thoroughly before crushing and pressing. This choice flaxseed and our exclusive "Screw Press Process" of manufacture produces a superior quality of pure linseed oil.

Our large mills in Montreal enable us to supply you promptly with

S-W Strictly Pure Screw Press Linseed Oil.

S-W Strictly Pure Screw Press Kettle Boiled Linseed Oil.



THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.



"The Western Stove Makers"
W. J. COPP SON & CO

MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



Breinigs Penetrating Stain & Wax Finish

These Stains give that Beautiful Soft Wax Finish now popular in High Class Wood Finishing. A **Perfect Finish** on any wood with one coat and specially adapted for our B. C. Fir Wood. Stocked in Flemish Oak, English, Brown, Weathered, Lt. Weathered, Green Weathered, Black Flemish and Brown Mahogany. Let us send you Samples of these Stains — They are Business Getters.

The Winnipeg Paint and Glass Co., Limited
EDMONTON WINNIPEG
THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Stegar Silica Brick Co. will build a large plant at Vancouver.

The Regina Celastone Co. will erect a \$20,000 building this year at Regina.

The Dominion Power & Transmission Co. will erect large machine shops at Hamilton.

The Macleod Quarry & Contracting Co. are building a soap factory at Macleod, Alta.

Tate Bros., have secured the contract for the big \$50,000 extension to the Penman mills, at Paris, Ont.

The Prince Rupert Brewing & Malting Co. will at once erect a modern brewing plant at Prince Rupert.

The Kingsbury Footwear Co., Montreal, will erect a factory double the proportion of their present plant.

The J. M. Danelz Mercantile Co., Swift Falls, Minn., will build a flour mill at Red Cliffe, Alta., to cost \$30,000.

The H. S. Peters Co., of Dover, N.J., will establish a Canadian branch at Welland, Ont., for the manufacture of clothing.

A syndicate of English capitalists will construct a million dollar shipbuilding and repair plant and two dry docks at Owen Sound.

The Miller Co., brass manufacturers, will begin operations at London shortly, and when working at full capacity will employ 75 to 100 men.

Municipal Undertakings.

Welland ratepayers will vote on a \$13,000 sewer by-law on June 20.

The by-law to provide \$5,000 for waterworks extensions at Galt, was carried.

A \$500,000 sewer by-law will be submitted at the next meeting of the Vancouver Council.

Welland Water Commissioners have recommended to council the submitting of a by-law to raise for waterworks improvements \$60,000.

The Canadian Woodpipe Co.'s tender of \$16,397.50 for 17,000 feet of water main was accepted by the North Vancouver Board of Control.

Chipman & Power, of Toronto, have been engaged as designing and superintending engineers in connection with the proposed waterworks and sewerage systems at Dauphin, Man.

The Winnipeg Board of Control have awarded another large supply contract for the new civic power plant to the Canadian Westinghouse Co., of Hamilton, for the equipment of the sub-station.

Public Buildings.

Plans have been secured for an isolation hospital at Moose Jaw.

A by-law has been passed at Arnprior, Ont., to raise \$14,000 for school purposes.

It is probable that the Department of Education will establish a Model School at Orillia.

The plans for a new citadel building for the Salvation Army at Kenora, Ont., have been completed.

Wellington county council have decided to erect a new courthouse at Guelph, to cost, \$60,000.

A by-law will be submitted to the Virden, Man., ratepayers asking \$25,000 for a new public school.

Over \$97,500 for the erection of three new schools at New Westminster, will be raised by debentures shortly.

The civic authorities will agitate for the erection of an additional Provincial Normal School at Sydney, N.S.

Plans of the new B. C. E. R. depot at New Westminster have been prepared and tenders will be called shortly. Cost, \$80,000.

At a citizens' meeting recently held at Hamilton, it was decided to erect a Sick Children's Hospital in memory of the late King Edward.

General Buildings.

Lacey Bros. will erect a business block at Sydney.

M. Lechzler will build a warehouse at Winnipeg to cost \$15,000.

Cameron & Heap will build a warehouse at Weyburn, Sask.

Wm. Cousins will build a business block and hall at Lethbridge.

The Cardston Implement Co. will erect a warehouse at Cardston, Alta.

Geo. P. Smith and F. Pike will build a business block at Camrose, Alta.

John Mosley has purchased a site for a new Dominion Hotel, at Calgary.

C. Lloyd & Son will erect a new building at Wingham, Ont., to cost, \$15,000.

The Western Club, Vancouver, have a permit for a club house, to cost \$53,500.

A new hotel, to cost \$150,000, will be erected at Saskatoon by Charles Underhill.

The Terminal Construction Co. will erect a building at Vancouver, to cost \$10,000.

A permit has been issued at Brandon for a business block, to cost, \$20,000, for F. Nation.

A permit has been issued for the James Hope Building, to be erected at Ottawa, at a cost of \$90,000.

Chas. Hall has commenced the erection of a new warehouse and office building for Beattie & Sons, at Brandon.

A \$90,000 addition will be built to the Eastern Block, Ottawa, for the accommodation of the Department of Internal Affairs, the Dominion Police and the Treasury Board.

Recent building permits at Montreal include:—D. Blay, twelve dwellings, \$8,000; H. A. Hutchins, six dwellings, \$19,000; E. D. Berthelet, three dwellings, cost \$7,000, and Arthur Landry, six dwellings, \$6,000.

Railway Development.

M. P. Cotton, of Vancouver, received the contract from the B. C. E. R. for clearing and grading the new line from Burnaby to Vancouver, a distance of 7½ miles. Expenditure over \$150,000.

F. A. Ronnon & Co., Halifax, N.S., have been awarded a contract for the construction of a railway siding, one mile long, from the Intercolonial Railway main line near Rocky Lake, to the Acadia Powder Company's works.

New Companies.

Taylor & Arnold, Montreal; capital, \$50,000; to manufacture and deal in iron, steel, metals, rails, machinery, tools and locomotives. Incorporators, J. Taylor, T. Arnold, both of the City of Westmount, and L. S. Rough, St. Lambert, Que.

G. B. Prowse Range Co., Montreal; capital, \$50,000; to purchase the business formerly carried on by the late G. B. Prowse, of Montreal; to manufacture and deal in furnaces, ranges, refrigerators, all kinds of hardware, machinery, plumbers' and steamfitters' supplies, paints and oils. Incorporators, C. C. Prowse, W. P. McVey and A. Mallette, Montreal.

FROSTING ELECTRIC GLOBES.

According to the International Library of Technology, there are several good solutions for frosting electric globes quickly for the temporary use of decorations. Perhaps the simplest is white shellac thinned with wood alcohol. Dipping the globes in this and allowing them to thoroughly drain and dry produces an excellent imitation of ground or frosted glass. The same solution, by adding aniline dyes, may be used for coloring electric globes. Another simple method for frosting is to dip them in a saturated solution of alum and water. To make a heavier coating, repeat the dipping and drying process. Dipping the globes in a hot solution of sal-ammoniac will give about as good results as the alum solution. All grease and dust should be removed from the globes by polishing them with whiting and tissue paper before applying frosting or coloring. A good frosting effect was recently obtained by brushing mucilage evenly over the globes, dusting them with talcum powder until evenly covered, and then allowing them to dry.

It is frequently after we get there that we realize that distance lends enchantment to the view.

Don't complain because you haven't a trade on nice goods. Deserve it by having the stock, the display and advertising.

MACHINERY STEEL NORWAY IRON

Large Stock of

All Sizes.

CLOSE PRICES

A. C. LESLIE & CO.,
MONTREAL LIMITED

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
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NEW YORK CITY

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

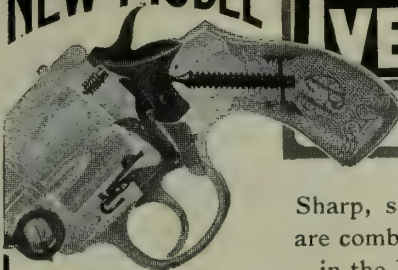
Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN

OPEN HEARTH STEEL

NEW MODEL



IVER JOHNSON

SAFETY AUTOMATIC REVOLVER

Sharp, smooth action, safety and accuracy are combined as never before in a small arm—in the New Iver Johnson Revolver.

Spiral Springs of Tempered Steel

Every spring of the old-style flat type has been replaced by the most durable types of spring made—spiral and round wire springs of drawn tempered steel. The U.S. Government army rifle, which is the best in the world, has spiral springs throughout wherever they can be used. The reason is obvious. The Iver Johnson is the *only revolver* so equipped. Hence it is the one you can trust absolutely to act securely and positively at all times. And the famous Safety Lifter, simple but sure, makes it possible to

"Hammer the Hammer"

Sell the revolver that is absolutely safe in anybody's hands.

The full equipment of tempered steel spiral springs and the famous *Hammer the Hammer* feature furnish invincible selling points.

You can absolutely guarantee—with our backing—every Iver Johnson Revolver as the safest and most durable small arm made.

Write for Dealer's Proposition



IVER JOHNSON'S ARMS & CYCLE WORKS

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

Factory and General Sales Office, 330 River Street, Fitchburg, Mass.
New York, 99 Chambers Street.

Pacific Coast Distributors: Baker & Hamilton, San Francisco, Cal.
Southern Selling Agents: Henry Keidel & Co., Baltimore, Md.



THE SECRET OF GOOD IRON IS IN THE HEATING.

That is the reason

London Bars

have such a large sale among
the builders, contractors,
blacksmiths and iron workers.

Are you selling them,
Mr. Hardwareman?

Sales Agents:

Ontario, Baines & Peckover,
Toronto

Manitoba, Bissett & Loucks
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ROLLING
MILL CO., LTD.**
LONDON, CAN. ®

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

THE DETERIORATION OF SOLDER

While it is generally supposed that solder does not change with age, a simple experiment will serve to indicate that it does. Melt a piece of solder that has become oxidized on the surface, either from age or exposure to damp air or both. It will be discovered that the metal is covered with a film of oxide and that it does not flow freely. Wherever it runs a trail of oxide is left behind it. Now try a piece of freshly made solder and the difference will at once be noticed. It will flow freely and without the film of oxide found on the other metal.

The phenomenon seems to be one of simple oxidation, and is not confined to the tin and lead alloys alone, but even pure tin is subject to it although not as readily. When moist air comes in contact with it, oxidation is much more rapid and pronounced, but in time the simple exposure to ordinary atmospheric influences will cause sufficient oxidation to prevent a good clean melt being made.

In soldering by the regular method, where chloride of zinc is used for the flux, this oxide film is usually dissolved to a greater or less extent, so that it is usually not particularly noticeable unless the solder has deteriorated to a considerable degree.

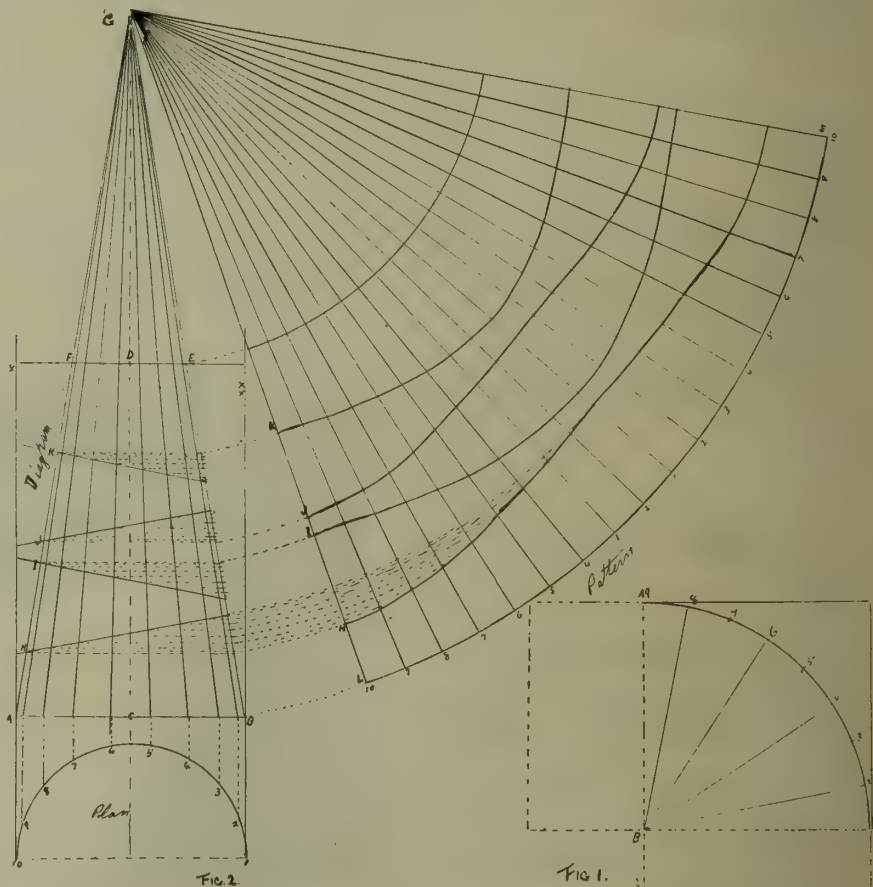
While the question of the deterioration of solder is not an especially important one, it was recently found that in one instance a sample of solder that had "aged" had every indication of a very poor mixture although analysis proved it to be practically half tin and half lead.

TAPERING ELBOW IN FIVE PIECES

The first essential will be to determine the angle of the cutting lines, which is done the same as if the elbow were of the same diameter throughout. An elbow of five pieces would consist of three whole pieces and two half pieces. If it is to be a right-angle elbow, divide any right angle, as A B C, Fig. 1. With B of Fig. 1 as centre, and diameter of elbow as radius, strike circle from C to A. Next divide circle into eight equal parts, and from 2, 4, 6, 8, draw lines to B. These lines are the mitre lines of elbow. Next determine length of elbow and add to diagram, as shown by lines outside of angle. In Fig. 2 let A B represent the diameter of the large end of the elbow. From the middle point in the line A B, shown by C, erect perpendicular lines, as indicated by C D, producing it indefinitely. Construct a plan of large end of elbow below and in line with diagram, as shown in the drawing. Divide into any convenient number of spaces, as indicated by the small figures and from the points thus obtained draw lines cutting the base of cone A B. From A and B draw lines through E and F (which is the

diameter of small end of elbow) produced until they intersect with centre line at G, which will be the apex of the required cone. Next draw lines from the points in A B to G. Draw two vertical lines from A and B to be used to obtain mitre line from.

With B 1st, Fig. 1, representing the length, measure off same on A G, as shown by H, Fig. 2. Set bevel to the angle shown by 1st B 2, Fig. 1. Place one arm of bevel to the vertical line A X and draw mitre line through the point H. Set dividers the same distance



Tapering Elbow in Five Pieces.

as 2 4, Fig. 1, and with H, Fig. 2, as centre, strike small arc, those locating the next mitre line I. Obtain J and K in the same way, with the apex G, Fig. 2, as centre, and with G B as radius describe the arc L M, upon which set off a stretchout as indicated by the small figures from the points thus obtained in L M. Draw lines to the point G with T-square, placed at right angles to centre line C G of the cone, and brought against the points of intersections in the mitre lines made by the lines drawn from points in the base of cone to the apex. Cut the side B E of the cone, as shown by small arcs. Then from G as

centre, with radio corresponding to the distance from G to the several points on B E, strike arcs, cutting the lines of corresponding numbers in the pattern as shown. Then lines traced through the points thus obtained will give the pattern. W. J. R.

LOVING CUP OF TIN.

When the tinsmiths' union of Toronto held its annual banquet recently, the president of the organization was presented with this unique loving cup, which represents several of the utensils carried in every tinware shop. The base is formed by a 3-pt. basin, ornamented with a brass nameplate, and this is surmounted by the tapering part of a tin teapot breast. The middle section is fashioned from three stamped teapot spouts, and supports a 2-qt. basin which

forms the bowl of the loving cup. The handles on each side are the ordinary handles of tin cups, and the whole forms a very artistic piece of work.

WINDOW SUGGESTIONS.

Safety razors make good displays at any season of the year.

Price cards should almost invariably be included in the window display.

Many merchants still seem to fight shy of plain statements in their windows.

Show cards add a great deal to the value of a window display. If you cannot make them yourself you can buy them very cheaply.



No. 13

COACH AND JAPAN COLORS.

A good display of coach and Japan colors, implement varnish and allied lines can now well displace house paints. There is not a community in which no call exists for some of these classes of colors. Many a farmer is driving a buggy that he would be ashamed of if he were but conscious of its knocked-about appearance. It is up to the dealer to make him so. One word of advice, however. Let every merchant see that he does not lay himself open for the retort, "Why don't you use paint yourself?" The store should always look spick and span, for the dealer must not only preach the doctrine of paint, but he should practice it also, or his words lose effect. Think of the folly of advising a farmer to paint his buggy, when your own is standing outside the store looking dilapidated.

Carriage and implement shops are feeling the industrial activity now being experienced throughout the Dominion. There is, therefore, a steady call for coach and Japan colors, and the trade in many cases is being placed away from the store which is justly entitled to the business. It is curious that many people seem to have a predilection for sending their orders away from home, probably with the idea that they will get cheaper, if not better articles. This the dealers concerned must do their utmost to overcome. When such a case is met the merchant must first of all show that he carries just as good a range of colors as any other store. He must shower color cards and folders and other similar matter upon the offending person or corporation. He should point out that he is able to supply any demand for a good assorted supply, and that for any unusual call, he is in a position to get the goods from the manufacturer just as quickly as any other person.

If the outside competitor can be met on price so much the better, but if the merchant has a higher product then he must tackle the consumer on the grounds of quality, and the unwritten law that people should buy in their own communities. Local patriotism should be strongly upheld. Orders should go to those who, in turn, help to maintain the prosperity of the district, where the consumer is located. There is nothing like persistency. And if a dealer never lets up in his attack upon a consumer who is buying outside he will land him in time.

The display matter of the various coach, implement, and furniture special-

Every woman
who passes
your store
will come in
some day for

ML
Floorglaze

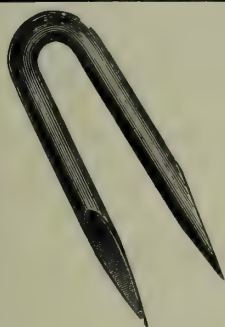
It earns you your profit and it satisfies the user for any indoor or outdoor purpose paint or varnish can serve. It lasts longer and looks better. If you don't know it, you can have a

SAMPLE TIN FOR NOTHING

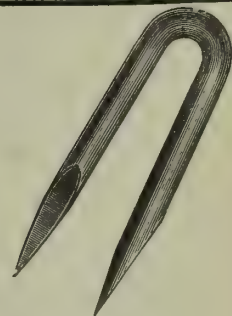
Just address our nearest place—

The Imperial Varnish & Color Co., Ltd.

Toronto, 6 Morse Street; Winnipeg, 106 Princess Street; Vancouver, 550 Beatty Street



**FENCE
STAPLES**



We make Fence Staples in sizes 1 to 2 inches in both Bright and Galvanized 9 gauge. We carry large stocks and can make prompt shipments. Specify "M.R.M." brand.

THE MONTREAL ROLLING MILLS CO.

MONTREAL

ties make good spectacular effect. Handsomely colored buggies, smart looking implements, and so on attract the eye which by this time may have become somewhat satiated with the pictures of the house paints. Especially is this the case with farmers, and the farmer should be in fairly good trim just at present.

There is one great point in window display, and especially so in paints, and

that is the window should never be allowed to lose its freshness. No dust or dead flies should repose on the top of the paint cans.

A window that shows lack of attention is a sure sign that the merchant has little enthusiasm for the articles displayed. He takes so little interest in them that he does not care to keep them looking their best. Who can blame the observer if he gets the same opinion.

PAINT AND OIL MARKETS

MONTREAL.

June 3.—Linseed oil is still showing weakness, and with the swinging back in Old Country oil circles, the staple has been cut locally, another 2c. The other lines are unchanged.

Orders are coming in freely, and manufacturers find the problem of shipping supplies promptly a serious problem. This is especially the case in liquid paints. Orders are well assorted, and of good dimensions. It is evident that the dealers are experiencing a good general consumptive demand.

Turpentine—Orders for single barrel lots constitute most of the trade now doing, larger quantities being on the quiet side. The market is fairly firm, and we quote 84c for single barrels.

Linseed Oil—Further weakness has developed in the linseed oil situation, and there is a tendency, so long been lacking, to meet buyers by easing of a cent or two from scheduled prices. The retail trade is not buying quite so heavily, showing a disposition to order in small quantities for the time being. The lower quotations in the English market naturally have a depressing influence upon Canadian prices. Yielding to this pressure local quotations have been cut 2c, and we now quote 90c for raw and 93 for boiled.

White Lead—The large stocks which were piled up at the commencement of the spring have almost all been cleared off under the steady demand experienced. Shipments continue of a satisfactory character, and the market is firmer than it was. We quote \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Paris Green—The warm, moist weather has had a strong stimulating effect upon the call for paris green. It is evident that dealers' stocks are feeling the demand as repeat orders are being received for prompt shipment. Makers and jobbers hold fairly liberal supplies, so that there is no delay in filling orders. The market is unchanged in price.

Liquid Paints—It is difficult to fill promptly a well assorted order for liquid paints and household specialties, the demand having been so heavy. The enhanced prices have not interfered with the call, and are being met with little complaint. There is a feeling that the prices were justified. The general out-

look for liquid paint, enamels, stains, etc., is extremely bright, heavy business promising well into the fall.

Putty—Putty continues to sell well, at unchanged prices. We quote 100-lb. drums, \$2.45; bladders, in barrels, \$2.70.

TORONTO.

June 2.—A glance over the paint business for the past month shows probably the best selling record for May in the past decade of years. All the manufacturers and jobbers say trading was good the whole month through.

The local situation is improved in that the painters' strike has been brought to a close. While it lasted there was an exceedingly active movement in ready-mixed paints in Toronto. Dry colors and linseed oil have again come into demand locally.

Prices on standard paint goods remain steady, with the market firm. Turpentine retains its hold, and is really unchanged since last week. Linseed oil has been fluctuating during the week, and on the whole has lost a couple of points. It is much easier than a week ago, although sales are somewhat better and heavier.

Linseed Oil—The price of linseed oil has been reduced since last issue, owing to a reduction of the price in Great Britain, which, it is thought, has been partially brought about by the stagnation in business, caused by the funeral arrangements for the late King. There does not appear to be any large supply of flaxseed or oil in Great Britain, and it is believed that the decline is only temporary. At the same time there has been a decline in the price of flaxseed at Chicago, but it is still about 70 per cent. above the price of a year ago. As there cannot be any new flaxseed in Canada until after the harvest, which means about September, before a new supply can be on hand, and as local dealers have no surplus stock of linseed oil, this decline may be reversed before the month of June is out. During the week linseed oil has been fluctuating. The high price this day week was 96c for raw and 99c for boiled. Quotations ranged down from these figures to 92c and 95c. Earlier this week nearly all quotations dropped to around 90c and 93c; but the past two days have seen a



WITH THAT
WHITE LEAD I DEFY
COMPETITION



IT BEATS THE DUTCH!

As a paint-wise man, you know the merits of the old Dutch process of corroding white lead. Many a long year ago, the British House of Brandram began to manufacture by its own improvements on this process. With the coming and going of generation after generation, it has become generally recognized that the best White Lead made anywhere is

BRANDRAM'S B.B. Genuine White Lead

Its superiority is due to the improved process of corroding, and the skill and experience in grinding no less than *five times*—insuring body, fineness, whiteness and durability.

Why not handle the best? Write to-day for prices and pointers.

BRANDRAM-HENDERSON
LIMITED

Montreal
St. John

Hallifax
Toronto

Winnipeg

100% Pure Paint

FROM THE STANDPOINT OF PROFIT

You will never make a cent of profit on the paint that stays on your shelves, Mr. Dealer Man. The only way to make money on paint is to find customers who will come and carry it away and use it.

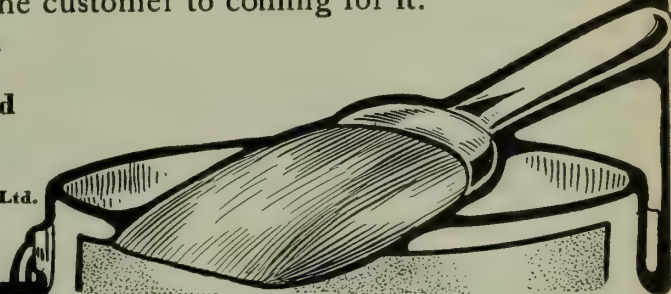
The MARTIN-SENOUR Paints

are the kind you need. They don't loaf around the store using up space, collecting dust and eating up profits. You'll never wear out the labels on Martin-Senour cans handling them. You'll turn your stock over a dozen times before the labels on the cans get soiled. If you want to sell paints that customers will carry away and use and come back for more — here's the paint, and we will tell you how to get the customer to coming for it. Write today — ask us to tell you how to do it.

THE MARTIN-SENOUR CO., Limited

Montreal Pioneer's Pure Paint Chicago

The
Winnipeg Paint & Glass Co., Ltd. Maritime Paint & Varnish Co., Ltd.
Winnipeg Halifax, N. S.



Don't Look For Trouble!

You, Mr. Hardwareman, have many little trade worries, we know, but you will never have any paint trouble with the

MOORAMEL

A Satisfactory Enamel at a Reasonable Price.

MOORE LINE

MADE IN CANADA

SANIFLAT

A Dead Flat Finish. Smooth and Soft as Velvet.

TILELIKE

A Varnish and Stain Combined.

Made of Pure Kauri Gum.

Contains No Resin.



Write for Color Card and Prices.

IMPERVO

High-Grade Varnishes for Every Known Purpose.

BENJAMIN MOORE & CO., Limited

NEW YORK

CLEVELAND

69

West Toronto

CHICAGO

little recovery to 92c and 95c—this week's high price. One house, at least, is still quoting 90c and 93c.

Turpentine—In regard to turpentine, reports from Savannah and Jacksonville still show a very small stock on hand, but as some contracts were made for a lower price, to be delivered some time in May, the producers were obliged to furnish all the supplies possible before May was out. This caused a slight decline on Monday. There is usually a considerable demand for turpentine in June, and exporters have received large contracts from Europe. Locally turpentine is very little easier. The quotations of last week—a range of 83c to 85c for single barrels—still obtain, but little is sold higher than 84c.

Rosins—The common grades have all been advancing while the lighter grades have been slightly cheaper. This is said to be accounted for by the fact that there are now better facilities for securing the gum before it is discolored in what used to be a deep gash in the bottom of the trees. Now producers are using metal cups largely by which the gum is saved in better condition and lighter colored rosins result.

White Lead—Since Monday last there has been a good call for white lead from local hardwaremen and paint dealers. Lead going to outside points has been steady. prices remain unchanged—\$5.65 to \$6.50 for pure brands, and \$5.25 to \$5.65 for No. 1 grades.

Red Lead—This line is steady and fairly active. Plumbers and metal workers and painters taking quantities which have increased the movement somewhat. Quotations are unchanged, cask lots ranging from \$4.25 to \$5.25.

Paris Green—While shipments are not so heavy as early in May, there are sufficient orders being filled to make paris green still a prominent paint line. Prices hold firm and unchanged.

Petroleum—Benzine, gasolene and all grades of coal oil continue to be active. Prices are unchanged.

COST OF COMMODITIES COMPARED.

B. C. Hazlett, advertising manager of the Martin-Senour Co., Chicago, has been doing some "cost of living" figuring, as follows:—

Thirty years ago when Martin-Senour paint was first placed on the market it retailed at \$1.60 per gallon. At the same time labor and staple commodities brought the following values:—

Unskilled labor12½c per hour
Skilled labor25c per hour
Oats15c per bushel
Corn20c per bushel
Wheat70c per bushel
Flaxseed80c per bushel

It was then necessary to exchange 13 hours of unskilled labor, 7 hours of skilled labor, 10½ bushels of oats, 8 bushels of corn, 2½ bushels of wheat, or 2 bushels of flax for 1 gallon of paint

and the paint was used with the serene satisfaction that it was worth the price.

To-day with paint at \$2 per gallon, conditions are changed: 8 hours of unskilled labor, 4 hours of skilled labor, 5 bushels of oats, 4 bushels of corn, 2 bushels of wheat, or 1 bushel of flax equals 1 gallon of paint.

The foregoing proves that the paint purchasing value of the staples of life, as well as that of labor has increased 100 per cent. (with the single exception of wheat, which has advanced 25 per cent), whereas mixed paints for the same period have only advanced 25 per cent.

We have also been informed that about fifty years ago a dealer sold linseed at \$1 per gallon and white lead at 10 cents per pound.

ADVERTISING THE PAINTS.

At this season of the year merchants should be running as strong a display of paints as they can put in their windows—see that their signs of all kinds are up throughout the country, and especially that they are well placed. Signs that are not well placed had better not be put up at all, says the Paint, Oil and Drug Review. See that they are placed on roads having the most traffic, where they will at all times be before the eyes of the public.

The display of advertising matter in the store is equally essential, color grades and novelty signs should occupy an important position. As far as possible, paint literature should be wrapped up in packages of other goods. Advertising slips should be put into every envelope, whether a bill or letter is being mailed; these slips attractively prepared are always good advertisers. Manufacturers will supply any quantity required of various specialties or mixed paints and, as a rule, with the dealer's name upon it. The trouble too frequently is that the dealer does not half appreciate the value of these little mailing slips, and does not use them effectively.

The paint stock should be well displayed in the store, not put away behind partitions or behind counters where it cannot be seen. Soiled labels should not appear at any time on a paint can. Dingy-looking labels should be replaced at once, so the stock will always look fresh. The paint in the can is not injured by the poor label, but the sale of it is, which is quite as bad.

Local newspapers should be used for trade items, a good idea being to print the name of customers to whom paint has been sold. This will be read when an ad. covering a much larger space would be overlooked. The impression is made that paint is being sold, and that is advertising. All of these suggestions are of value, each one is small, but they all have their own value. It is the support given to an initial effort that produces results.

THIS LETTER, WHICH IS REPRODUCED BY THE KIND PERMISSION OF THE SENDER, TESTIFIES TO THE DURABILITY OF THE CANADA PAINT COMPANY'S PAINTS UNDER SEVERE CLIMATIC CONDITIONS.



Auditor General's Office,
St. John's, Newfoundland.

March 31st, 1910.

The Canada Paint Co.,

Gentlemen:—

Will you kindly send me quotations and color card of Paint suitable for painting the exterior of a house.

Some *twelve years* ago I purchased from your firm the Paint I required for my house, and although only two coats were put on it is only now that it needs re-painting.

Will you also be good enough to ascertain the freight per package, by steamer line running from Montreal to this point.

Yours truly,

F. C. BERTEAU.

THE
CANADA
PAINT
COMPANY
LTD

Paint for the Barn



After the house comes the barn. The demand for Ramsay's House Paints this Spring has been and is yet enormous.

After the house then comes the barn, the roofs, the fences, the bridge.

Have you a paint for this? Or are you neglecting this valuable money making part of the paint business.

Ask about

RAMSAY'S OUTSIDE PAINTS

for all kinds of cheap outside work. Tons and tons of these paints are used every season and all the year around for this class of work.

You should know all about these paints and what money there is in the line. You can find this out easily by just dropping us a card.

**A. RAMSAY &
SON CO.** The Paint Makers
MONTREAL

Estd.
1842

NEW ERA PAINT

The **Paint Profit Problem** has been solved by the Hardwaremen who handle NEW ERA PAINT.

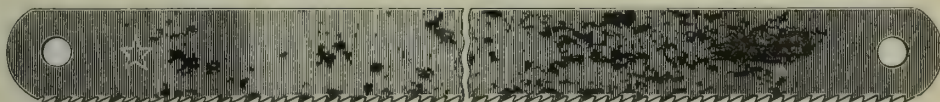
"New Era" Paint covers more surface, holds its color better and lasts

longer than any other prepared paint, and invariably proves an honest satisfaction-giver. Here's a line for every up-to-date merchant—a line that pays well to handle.

WRITE FOR PRICES

**Standard
Paint & Varnish
Works Co., Ltd.
WINDSOR
ONT.**

When the Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices? Our new list on this line is

\$3.50 3.75 4.00 4.50 5.00 5.50 6.00 per gross
6 7 8 9 10 11 12 inch

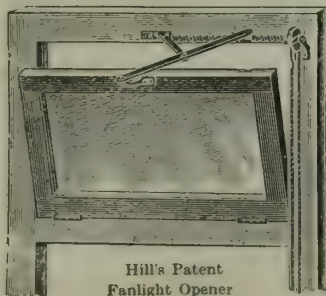
Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

MILLERS FALLS COMPANY 28 WARREN STREET
NEW YORK, N. Y.

JAMES HILL & CO., LTD.

Cable: James Hill, London.

IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent
Fanlight Opener
from 2/9 each.

Hill's
Patent
Locks,
Hinges,
Anti-Panic
Bolts

and all kinds
of Fittings
and Hard-
ware.

Castings,
etc.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

OAKEY'S

The original and only Genuine
Preparation for Cleaning Out-
let. 8d. and 1s. Quarters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

IN 18 SHADES



STAINS

OIL - SPIRIT - ACID

have been brought to a high degree of perfection, developing and enhancing the beauty of the wood over which they are applied.

They are uniform in shade and easily applied. Will not affect the drying of succeeding varnish coats.

Are you stocking this profitable line? Write for literature and prices.

INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO

New York

Chicago

London

Berlin

Brussels

2379

Hardwaremen! Attention!

You can purchase at lowest rates everything you require for the Painters' Trade from us. Our quality is the best, and our range to select from very wide. Here are a few specialties:--

Paints, Varnishes, Linseed Oil, Turpentine, White Lead, Painters' Supplies, Brushes, Dry Colours, Colours in Oil, Painters' Brushes, etc. Hardwaremen will find a large stock at our Winnipeg Branch. Send for details and prices.

Scarfe and Company,

Head Office and Factory
BRANTFORD, ONT.

WINNIPEG, Man., 78 Lombard St.
Phone Main 9944.

MONTREAL, Que., 472 Delorimer Ave.
Phone Bell East 442.

For sale by
Leading
Wholesale
Houses.



Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY

SPUR OF THE MOMENT ORDERS come
to Hardwaremen for

BELTING

and the WISE merchant should keep a small, well assorted stock of LEATHER BELTING ready for the EMERGENCY.

YOU try it. You'll get the business, and always get it.

We can supply you with anything and EVERYTHING IN LEATHER BELTING and LACE LEATHER.

OUR LEATHER BELTS stretch less than any other.

A TRIAL ORDER WILL CONVINCE.

J. L. GOODHUE & CO., LIMITED

DANVILLE, P.Q.

Berry Brothers' Famous Varnishes

LIQUID GRANITE

Most durable finish made

LUXEBERRY WOOD FINISH

Best hard oil finish on the market

SPAR VARNISH

STANDS THE WEATHER WELL

Send for Booklets and Prices

Berry Brothers, Limited
Walkerville, Ontario

THE
DOUGALL VARNISH CO.

LIMITED

SUCCESSORS TO

MC CASKILL DOUGALL & CO.



MANUFACTURERS OF

HIGH GRADE VARNISHES

ALSO

CANADIAN MAKERS OF THE

**MURPHY VARNISH COMPANY'S
VARNISHES**

MONTREAL

CANADA

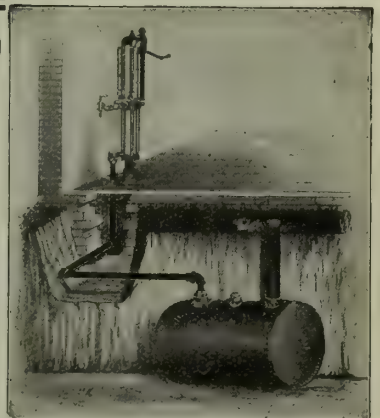
WILL IT PAY?

This is the first question that is asked by any merchant when considering the purchase of modern store fixtures. The fundamental question is one of

Economy

A device is economical if

It adds cleanliness,
It is a convenience,
It makes labor lighter,
It makes labor more efficient,
It reduces the labor item,



It saves time.
It adds safety,
It adds neatness,
It helps the appearance,

It Saves Money

Considered from these standpoints the

BOWSER

**Self-Measuring
Oil Storage System is the
Greatest Economy.**

The question is not "Can I afford it?" because it will pay for itself with money that was before wasted. It's simply up to you to investigate. The merchant who tries to see how much he can really get by adopting modern methods is the one who pulls the largest trade.

Write for Bulletin 15

S. F. Bowser & Co., Limited
66-68 Frazer Ave., TORONTO



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

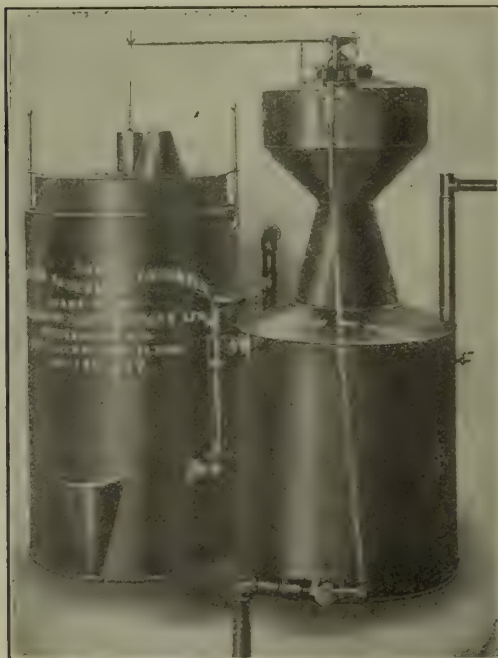
JENKINS BROS., Limited

Head Office and Works:

102 St. Remi St., Montreal, Canada

And at

95 Queen Victoria St., London, E.C.



The Monitor Acetylene Generator

Canadian
Patent
No. 118,217

*Are you
ready to in-
stall this up-
to-date light-
ing plant?*

It has been approved by the Canadian Board of Fire Underwriters for installation in any insured building in Canada. Absolute safety, perfect action, uniformity of gas pressure, simplicity, ease and safety of recharging, are features of the "Monitor". The Carbide Feeding Device operates outside and not within, hence cannot possibly form accretions, become clogged or encrusted with lime salts, thus cannot go wrong.

Write for Catalogue and particulars.

DEPARTMENT E.

Monitor Manufacturing Company
FREDERICTON, N. B.

"In The Good Old Summer Time"



Have you made full preparation for the demand for Summer Outdoor Goods? Here's a splendid seller, the

STRATFORD SWING

It is made of seasoned wood, and is well designed and bolted, ensuring perfect safety. Seats are adjustable and foot rest can be placed on level with seats, forming a couch, if desired. Can be brought to a convenient height for children. Every family with a piece of lawn wants one! Shipped either knocked down or set up and folded.

We also make BOYER'S FAMOUS GLIDING SET-TEE, and all kinds of Garden and Park Seats.

Write for Catalogue "B" and prices.

The Stratford Mfg. Co., Ltd., Stratford, Canada

Don't Experiment

with unknown brands of Safety Razors.

Our

Forged Blade "Pioneer"

is the only Safety Razor made of doubly refined Sheffield Steel, and has held its place in the front rank for over 30 years by sheer merit. It will last for years and will cost your customers next to nothing for repairs. The result is that you earn your customers' goodwill, and get a reputation for handling only high-class goods.

Write for Catalogue and Prices

KAMPFE BROS., 8-12 READE STREET
NEW YORK

Canadian Representative: A. Roy MacDougall
42 Adelaide St. W., Toronto

BUTLER'S

FAMOUS

Sheffield Cutlery

AND

Electro-plate

CABINETS AND CASES OF CUTLERY AND PLATE.
PRESENTATION OUTFITS—PRIZES FOR SPORTS.
SPOONS AND FORKS; FISH AND DESSERT SETS.
"BUTLER" was Reg'd a Trade Mark A.D. 1768

Their  Trade Mark was Reg'd A.D. 1681

Sole Makers of	REGISTERED	Butler's "KEEN" Razors.
		"Cavendish" Brand of Table Knives, Carvers and Plate.
HIGHEST AWARDS		SPECIAL MENTION

George Butler & Co.'s

LONDON SHOWROOM:

62 HOLBORN VIADUCT, E.C.
(OVER SNOW HILL STATION)

MANUFACTORY:

Trinity Works, SHEFFIELD, England

CHANCE'S FAMOUS FIGURED GLASS

To Architects, Builders and Contractors
we will send, on request, a sample box
of the famous Figured Glass manufac-
tured by

CHANCE BROS. & CO., Ltd.

Near Birmingham, England

Samples include Figured, Muffled and
Rolled Cathedral Glass, in a variety of
patterns and tints.

Write now—you'll probably find among
these samples just the glass for which
you have been looking.

ADDRESS THE CANADIAN AGENTS

B. & S. H. THOMPSON & CO.
LIMITED

381 ST. PAUL STREET, - - MONTREAL



Labor-Saving Devices Sell!

Here's a dandy, the

MAPLE LEAF CLOTHES DRIER

Saves time and toil, and will influence
other family trade your way.

Instantly adjusted for use, and packs
away into small compass when not re-
quired.

Is neat in appearance and hangs close
to the ceiling—the hottest part of the room.

A line with big profit possibilities. Try a dozen.
Send for prices and leaflet to-day.

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God Save
King George V.

ONTARIO LANTERN & LAMP CO., Limited
Hamilton, Ontario

The LATEST TRIUMPH in MODERN LABOR SAVERS

is the Famous

"NEW CENTURY"

**harnessed to do all the
hard work of washing.**



The Motor is gearless, simple, powerful
and NEW CENTURY quality all the way.

It's the BEST MOTOR hitched to the
BEST Washing Machine made and they're
on hand ready for immediate shipment.

Eastern Agents:

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Western Agent:

HARRY F. MOULDEN,
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Makers: **Cummer-Dowswell, Limited - Hamilton, Ont.**



BABBITT METAL

The "KING" Babbitt is known all over the Dominion.
It is a High Grade General Purpose Metal, suitable for Heavy Pressure and Medium Speed, or Medium Pressure and High Speed.
It has strength and tenacity, and will not crack or beat out under pressure.
The steady increase in sales of "KING" Babbitt is an excellent testimony in its favor.
This is a Copperized Metal.

The James Robertson Company, Limited

Montreal Toronto St. John Winnipeg

THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



THE "FAVORITE" CHURN

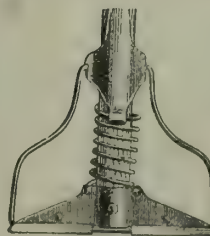
is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Marys, Ont.

FACTORY SITE, WITH BUILDING AND WATER POWER, TO LET

Factory site, with building and water power, for lease in the town of Dartmouth. Premises until lately occupied by the Dartmouth Light and Power Co. Building is new and is situated on main thoroughfare. Modern water wheel already installed and ready to belt on to main line. The town of Dartmouth is glad to grant concessions to manufacturers. This is a good opportunity for company with limited capital. Write us if interested.

STARR MFG. CO., LTD.,
DARTMOUTH, N.S. CANADA



The Best Mop Stick is the Best

We manufacture the ORIGINAL BEST (Cummings' Style) priced to retail at 15 cents, and seven other styles of COMMON MOP STICKS, SELF-WRINGING MOPS, MOP CLOTHS, etc., etc.

Order through your jobber.
Send for Illustrated Catalogue.

Tarbox Bros., Toronto, Ont.

Letters and Numbers

White Enamelled
Crimson Enamelled
Blue Enamelled
Boston Brilliant (Gold)
Gold Glass
Solid Brass
Stamped Brass
Stamped Aluminum

Also Enamelled Iron, Glass and Brass Signs.

Write for Illustrated Folder and Price List.

J. E. Richardson & Co., 18 Victoria St., Toronto, Can.
Phone Main 7363

"VOL-PEEK" GRANITE CEMENT

NOW is the time to sell this CEMENT. Just mention "ANY POTS AND PANS IN HOLES?" to your customers. Tell them it will mend holes in anything. One package will mend FIFTY holes and not any tool necessary but your hands. It sells on sight. Neat display easels supplied the trade. To-day is the day to write for prices.

H. NAGLE & COMPANY
MONTREAL, QUE.

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King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

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ROSSLAND

A Peaceful Revolution!

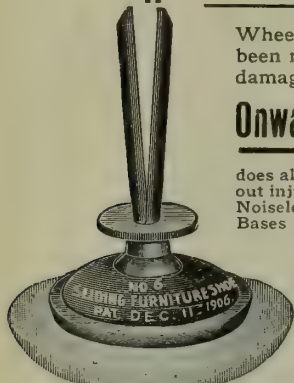
Wheel Casters on furniture have long been necessary, but they have done much damage. The

Onward Sliding Furniture Shoe

does all a caster will do and does it better without injury to floor, carpet, etc. Easily attached. Noiseless. In two kinds—Mott Metal and Glass Bases

Write direct if your jobber can't supply you.

ONWARD MANUFACTURING CO.
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Winnipeg Branch Office, Scott Block



FOR WOOD FURNITURE

Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.



Special
Display
Case

Write
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Price

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

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BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE



Sole Agents for Canada

James Hutton Company
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Fully Warranted

- No. 3—for Cross Cut Saws, single tooth
No. 4— " " " Double "
No. 5— " Timber and Board Saws

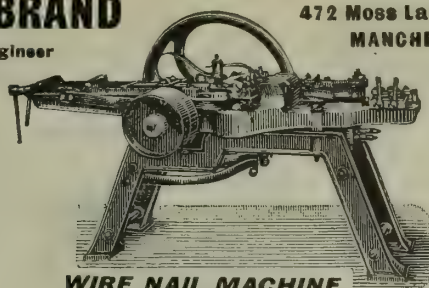
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Every description of the most modern and complete Machinery for Wire Drawing, Netting, Weaving, Improved Automatic Machinery for making Barb Wire, Quadrangular-mesh Netting, Staples, Wire Nails, Rivets, Wood Screws, Wire Mattresses, Foot Mats, Cotter Pins, Electric Welded Steel Chains, Furniture Springs, Pins, &c., &c. Correspondence solicited.

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To Secure Good Results
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An absolute necessity to every farmer and gardener is our Compressed Air

Automatic Hand Spray

Show every farmer visiting your store how useful this spray is for destroying grubs on hoe crops and fruit trees, kalsomining cellars, out-houses, etc. You can demonstrate that the Cavers Automatic Sprayer will save its cost in the potato crop alone. Runs automatically 6 to 10 minutes—a boy can operate it. Full particulars free upon request.

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You Will Save Money
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Patent Steel Fencing Wire

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For Particulars apply to Watson Jack & Company, Montreal

Glues, Gelatines, Size, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

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ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

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... **ASSURANCE**
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Income for 1906, over 3,609,000

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BRASS—COPPER—IRON

Perfect Goods

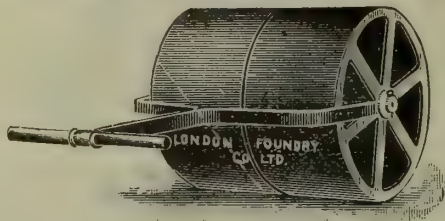
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Trial Orders Solicited

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Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

HERE'S A SPLENDID LINE



that is just what you should handle to meet the requirements of the better-class trade! Our

Polished Brass Fire Sets

are most artistic in design, and are made ALL of Brass except the base and handles, which are triple-plated.

A sure seller to those on the lookout for wedding or other gifts.

Write for Illustrated Catalogue.

The Buffalo Mfg. Co.
BUFFALO, N.Y.

Canadian Representatives:
H. F. McIntosh & Co., 28 Toronto St., Toronto

The "BUCO" HAND GARDEN CULTIVATOR

Handle 4-1/2 feet long.



Made by

Bailey-Underwood Co., Limited
NEW GLASGOW, N.S.

The "Buco" is undoubtedly the best and most popular garden tool of the age. It's a money-maker for the dealer because it's a money-maker for the user. The work it does is unique and it's of unique quality and workmanship. The Prongs—the vital parts—are high-grade spring steel, OIL TEMPERED and TESTED. They can be easily adjusted to make a different width of tool by simply moving top plate backward or forward. Socket and plate are malleable. Handle, best ash. Finish is attractive, in green and gold, with silvered points. The demand for the tool is growing rapidly. Don't neglect to stock it.

Canada Cement Co.

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MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

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Head office:

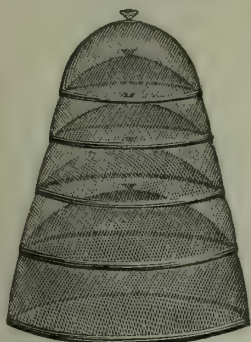
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Sales Offices:

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KITCHEN WIRE REQUISITES for the Summer Season



WIRE DISH COVERS
Round or Oval, from 6 to 18 in.
diameter. Sold in nests or
singly.



BALLOON FLY TRAPS
Cleanly and efficient
Packed 1 doz. in a wooden box.



BOWL STRAINERS

No. 2 Wire Handle

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Wrapped one-half dozen in a package



DOG MUZZLES

For every size of dog

Nos. 1, 2 and 3, medium sizes

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Special Prices on Application

No. 1 Russell Muzzles per doz., \$2.25

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**Highest
Quality**

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

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Chain**

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BUFFALO, N.Y.

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The "BAYARD" Baby Automatic Pistol Calibre .32 (7.65 $\frac{m}{m}$)

The Little Giant--A Midget High Power Automatic

The .32 cal. (7.65 mm) "BAYARD" Pistol has been designed to meet the demand for a POCKET pistol COMBINING EASINESS OF MANIPULATION AND SIMPLICITY OF CONSTRUCTION WITH MAXIMUM EFFICIENCY.

Its size is that of a .25 cal. pistol, although it shoots THE POWERFUL .32 CAL. CARTRIDGE.

The "BAYARD" pistol possesses consequently THE ADVANTAGE of having a size REDUCED TO THAT OF THE .25



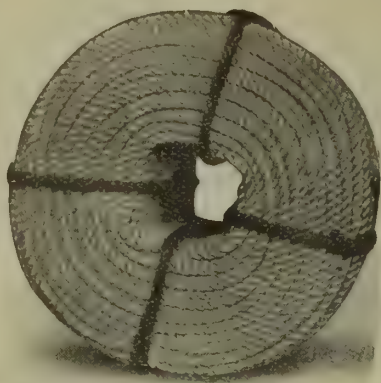
CAL. PISTOLS and a CAL. OF 32 GENERALLY CONSIDERED EFFECTIVE and heretofore found only in pistols of greater bulk. These features make the "BAYARD PISTOL" the IDEAL POCKET ARM.

"BAYARD" AMMUNITION

The .32 cal. (7.65 mm) "BAYARD" Cartridges adapted to Automatic Pistols of this calibre have no equal on the market as to quality, regularity of charges, penetration, etc. We are specialists in the manufacturing of this class of ammunition and guarantee against misfire, hangfire, etc.

CAVERHILL, LEARMONT & CO.

MONTREAL



PLYMOUTH ROPE

MADE BY
PLYMOUTH CORDAGE CO. - - PLYMOUTH, WELLAND

¶ A Satisfied Customer is the best advertisement you could possibly have; therefore you should give each customer the best value for his money.

¶ This, in the case of rope, does not mean the greatest number of pounds for a certain sum, but rather the greatest length, together with the necessary strength and durability.

¶ PLYMOUTH rope is made with this end in view. Costs a little more per pound but will be found cheaper in the end and much more satisfactory. Quality in rope is economy.

¶ The successful dealer appreciates the above facts and demonstrates them to his customers.



INDEPENDENT CORDAGE COMPANY, LTD.

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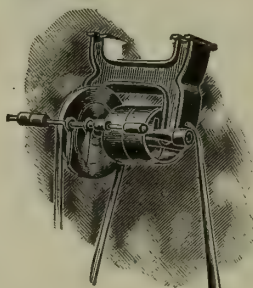
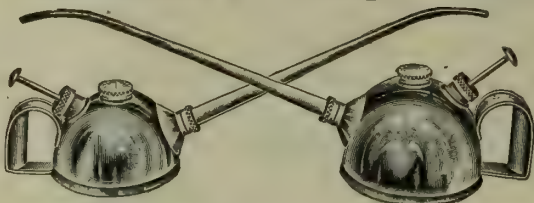
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Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

The AYLMER



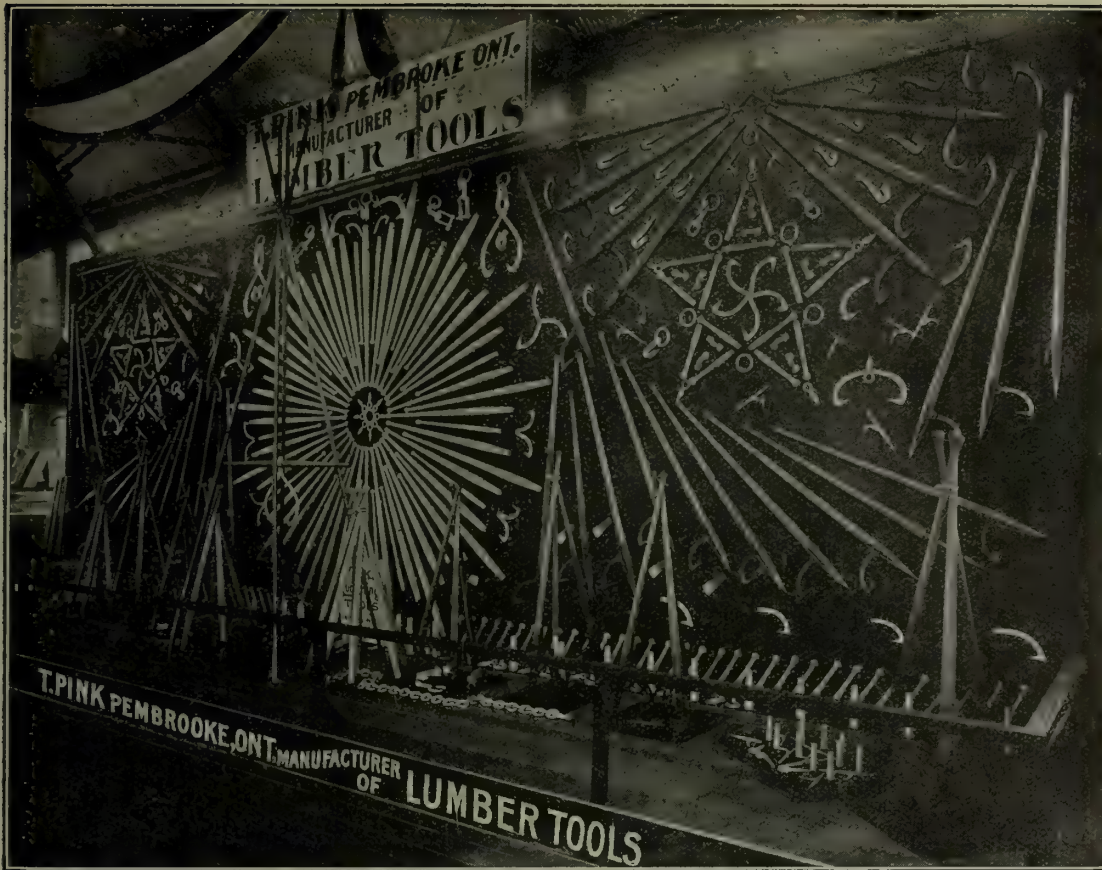
Branch Pipe Double
Acting Force Pump
fitted for Windmill
or Hand use.

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

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AYLMER PUMP AND SCALE CO., Limited
AYLMER, - - - - - ONTARIO

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ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



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Made in Canada

The Standard Tools
in every province
of the Dominion,
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Australia, Etc.

We manufacture all
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tools.

Light and Durable

Send for catalogue
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Long Distance
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Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



THE HIGHEST QUALITY

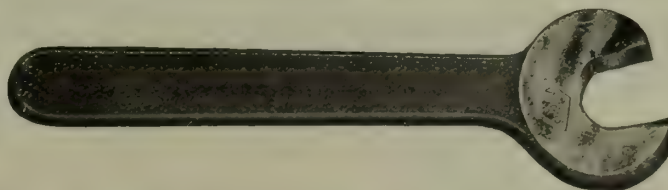
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"W & B" Drop Forged Wrenches, because they
are forged from selected steel, are accurately milled
and highly finished.

Our line is the largest and most complete in styles
and sizes in Canada, and we make prompt shipments.
Send us your orders, or write us for catalogue
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THE WHITMAN & BARNES MFG. CO.

St. Catharines, :: :: Ontario





THE ALASKA IS SUPERIOR TO ALL OTHER FREEZERS

IN CONSTRUCTION—It takes only 15 to 25 seconds to put it together and every part is perfectly adjusted. Compare this time with other makes.

IN QUICKNESS IN FREEZING—The high can exposing more of the mixture to the chill of the ice and salt and the Aerating Spoon Dasher are secrets of its quick freezing.

IN EASE OF OPERATION—Its so simple in construction and so carefully adjusted that it requires the least amount of labor in freezing.

IN RESULTS OBTAINED—The celebrated Aerating Spoon Dasher, with floats like a slotted mixing spoon which are set at an angle, beat up the cream as by hand much smoother than the straight floats, and only from 3 to 4 minutes is required in the freezing.

EVERY FREEZER GUARANTEED TO GIVE SATISFACTION OR MONEY BACK

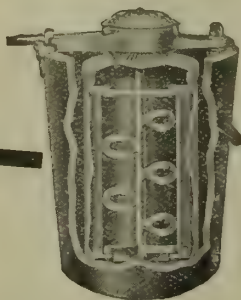
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PROGRESSIVE DEALERS SELL THEM

Agents for the Dominion of Canada

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JUST THE THING FOR THE SUMMER HOME



In every situation where connection with a drainage system is impossible, the

DAISY

Indoor Sanitary Earth Closet

fills a long-felt want.

Being made entirely of metal, except the seat, no odours can permeate it, and it is easily set up.

A line every hardware man should push.

PRICE \$10.00

LIBERAL DISCOUNT TO THE TRADE.

The Toronto Furnace and Crematory Co., Limited

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Neat

Compact

All Metal

Sanitary

Ventilated

THE WHITE MOP WRINGER COMPANY

offers the Largest Line of Mop Wringers in the World. Latest improvements. Up-to-date. Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue.

MADE IN CANADA

WHITE MOP WRINGER CO.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



This Trade Mark Insures Genuineness Originality Perfection Satisfaction



Building Papers FOR ALL PURPOSES

We can give you the best possible value in

Tarred Felt

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3-Ply Ready Roofing

Coal Tar and Roofing Pitch

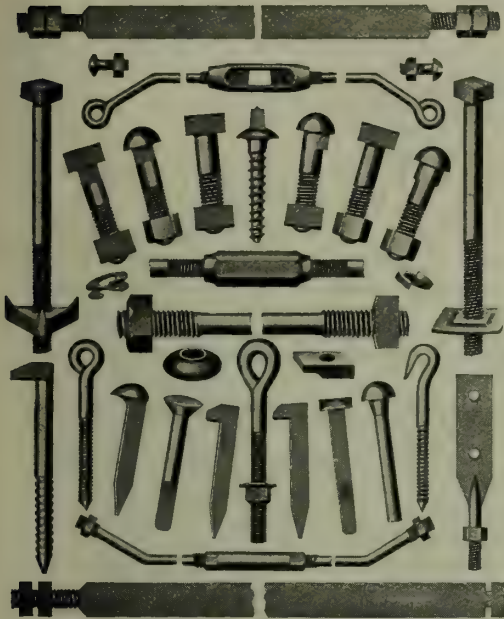
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WRITE US FOR QUOTATIONS ON THESE GOODS.

We want you on our list of customers, if you are not already there.

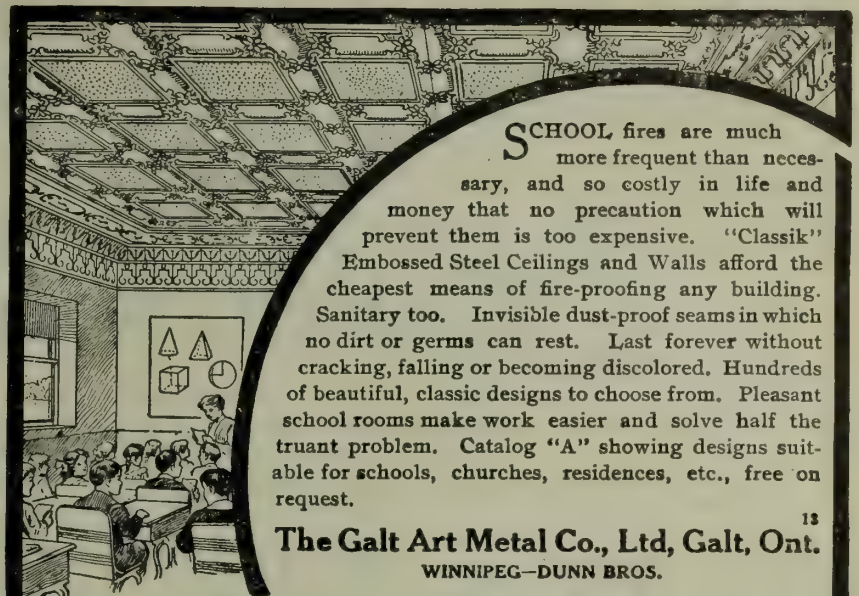
LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

Thomas William Lench, Ltd.**Excelsior Works****Blackheath, Staffordshire, England**

Manufacturers of Bolts and Nuts,
Railway Fastenings, Telegraph Iron-
work of all kinds, Washers, Screws,
Chains, etc.

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Our business is to collect overdue accounts owing to our clients. No need to bother yourself with slow collections—send them to us. For the year we've been in business we've made collections to the entire satisfaction of a large number of clients.

WE KNOW HOW!**The Beardwood Agency****313 New York Life Building - MONTREAL**

SCHOOL fires are much more frequent than necessary, and so costly in life and money that no precaution which will prevent them is too expensive. "Classik" Embossed Steel Ceilings and Walls afford the cheapest means of fire-proofing any building. Sanitary too. Invisible dust-proof seams in which no dirt or germs can rest. Last forever without cracking, falling or becoming discolored. Hundreds of beautiful, classic designs to choose from. Pleasant school rooms make work easier and solve half the truant problem. Catalog "A" showing designs suitable for schools, churches, residences, etc., free on request.

The Galt Art Metal Co., Ltd, Galt, Ont.
WINNIPEG—DUNN BROS.

Galt "Classik" Ceilings**This Ad. Does Business**

It is appearing regularly in all farm and home papers, including Collier's, Canadian Magazine, etc., and will help to put a lot of "Galt" Ceilings in city and country schools this season.

Are your schools to be repaired this season? If so, send us, promptly, the names of the trustees for a catalogue and personal letter about "Classik" Ceilings and "Galt" Shingles. A post card sent right now, you know, is better than a letter you "intend to write."

Reader, this concerns your bank account. Don't turn this page until you've made a note to get in touch with us.

The Galt Art Metal Co., Ltd., Galt, Ont.

WINNIPEG—Dunn Bros. FT. WILLIAM—Fife Hardware Co
FREDERICTON—R. Chestnut & Sons QUEBEC—J. L. Lachance

**SELL****Royal Metal Polishes****NOW**

Do not wait for to-morrow, but push these sterling metal polishes now in the springtime, when everybody is thinking of cleaning up.

ROYAL POLISHES are the best for all kinds of metals. Housekeepers KNOW this.

HAVE YOU A STOCK?

ROYAL POLISHES COMPANY
MONTREAL

British America Assurance Company

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CAPITAL	\$1,400,000.00
ASSETS	2,182,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.06

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That is sound dealing.
No other kind wins to-day.

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ALEX. McARTHUR & CO., Limited

82 McGill Street

MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb ... 0 08; 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallio, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 5c. per lb.

James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbitt metal, 25c.; King, 22c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb. Lion Metal Co., Montreal. Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A", 20c.; "B", 15c.; "C", 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, 1 to 1 inch, per 100 lb.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch.	2 20	2 40
Tubes, per 100 feet, 1 1/2 inch.	9 50	9 00
" " 2 "	8 25	8 50
" " 2 1/2 "	10 50	10 00
" " 3 "	12 00	12 10
" " 3 1/2 "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base 1/2 to 1 inch, round	0 21
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 inch base.	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 55 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62 1/2 p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62 1/2 p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62 1/2 and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot, 14c.	13 90
Out lengths, round bars, 1 to 2 in.	21 00
Plain sheets, 14 oz., 14x48, 14x60	23 00
Plain, 16 oz., 14x48 and 14x60	22 00
Tinned copper sheet, base	24 00
Finished base	28 00
Braziers, in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62 1/2 p.c.

IRON AND STEEL

	Montreal	Toronto
Canadian foundry, No. 2	22 00	
Middleboro, No. 3 pig iron	17 75	21 00
Summerlee, No. 2	20 25	23 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	21 75
Clarence, No. 3	18 00	21 75
Jarrow	17 75	21 75
Glenbrook	21 75	23 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (Soo)	25 00	
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh	27 50	
Angles, base	2 50	2 60
Common bar, per 100 lb.	1 90	2 00
Forged iron	2 05	2 18
Refrined	2 15	2 25
Horseshoe iron	2 15	2 25
Mild steel	1 91	2 10
Sleigh shoe steel	1 90	2 10
Iron finish machinery steel (domestic)	1 95	2 10
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe cast steel	2 40	2 50
Mining cast steel	0 07 1/2	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird	0 15	
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06 1/2	
Silver tool steel	0 12 1/2	

COLD ROLLED SHAFTING

9-16 to 11-16 inch	0 06
1 to 17-16	0 05 1/2
17-16 to 3	0 05
Montreal, 25 and 2. Toronto, 30.	

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 60
12 "	2 30	2 65
14 "	2 20	2 45
17 "	2 20	2 55
18 "	2 20	2 55
20 "	2 20	2 55
22 "	2 25	2 65
24 "	2 25	2 65
26 "	2 35	2 75
28 "	2 40	2 90

CANADA PLATES

Ordinary, 52 sheets	2 40	2 60
All bright, 52 sheets	3 50	3 60
Galvanized—Apollo D. Crown Ordinary		
18x24x52	4 45	4 45
60	4 70	4 70
20x28x80	8 90	8 90
"	9 40	9 40

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 "	4 50
26 "	3 50
28 "	3 30

GALVANIZED SHEETS

	B.W.	Queen's	Fleur	Gordon	Gorbal's
gauge	Head	de-Lis	Crown	Best	
16-20	3 60	3 35	3 60	3 60	
22-24	3 65	3 40	3 65	3 65	
26	4 05	3 80	4 05	4 05	
28	4 25	4 00	4 25	4 25	
Colborne Crown—3.65, 3.70, 3.75, 4.00.					
Less than case lots 25 cents extra.					

	Montreal	Toronto
Apollo brand—		
24 gauge, American	3 60	3 35
26 "	3 85	3 40
28 "	4 10	3 85
10 1/2 oz., equal to 28 English	4 35	4 15

IRON PIPE

Size (per 100 ft.)	Black	Galvanized
1/2 inch	2 03	2 86
"	2 25	3 08
"	2 63	3 48
"	3 28	4 43
1 "	4 70	6 35
1 1/2 "	6 41	8 66
2 "	7 70	10 40
2 1/2 "	10 26	13 86
3 "	16 39	22 14
3 1/2 "	21 52	29 07
4 "	27 08	36 58
4 1/2 "	30 78	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped union, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c. Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95. Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Radiators—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 and 10 p.c.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

	Montreal	Toronto
Dealers buying prices:		
Heavy copper and wire, lb.	0 11	0 11 1/2
Light copper bottoms	0 09 1/2	0 10 1/2
Heavy red brass	0 10	0 10 1/2
" yellow brass	0 08	0 08 1/2
Light brass	0 06	0 06 1/2
Tea lead	0 02 1/2	0 02 1/2
Heavy lead	0 02 1/2	0 02 1/2
Scrap zinc	0 03	0 03 1/2
No. 1 wrought iron	12 00	11 00
Machinery cast scrap, No. 1	16 00	15 50
Store plates	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09 1/2	0 08 1/2

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb.	3 75	3 85
Bar pig, per 100 lb.	4 15	4 25
Sheets, 2 1/2 lb. sq. ft., by roll	5 01	5 00
Sheets, 3 to 6 lb. ft.	4 75	4 75
Cut sheets 1/2 c. per lb. extra.		
Cut sheets to size, 1/2 c. per lb. extra.		

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4 1/2 c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 19
Wipin	0 19 1/2	0 17 1/2

SHEET ZINC.

5-owl. casks	6 75	6 75
Part casks	7 00	7 00

SPELTER.

Foreign, per 100 lb	5 75	6 00
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TIN AND TINPLATES

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb. \$35 00 35 00

Charcoal Plates—Bright

	Per box
M.L.S. Famous (equal Bradley)	
I O, 14 x 20 base	\$5 50
IX, 14 x 20	6 50
IXX, 14 x 20 base	7 80

Raven and Vulture Grades—

I O, 14 x 20 base	5 00
I X	6 00
I X X	7 00
I X X X	8 00

'Dominion Crown Best'—Double

	Per box
I O, 14 x 20 base, Coated, Tissue	5 50
I X, 14 x 20	6 50
IXX, 14 x 20	7 50

'Allaway's Best'—Standard Quality.

I O, 14 x 20 base	4 25
I X, 14 x 20	5 00
IXX, 14 x 20	6 75

Bright Cokes.

Bessemer Steel—
I.C., 14 x 20 base 4 00
20x28, double box 8 00

Charcoal Plates—Terne

Dean or J. G. Grade—	
I.O., 20x28, 112 sheets	7 50
IX., Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cooking Grade—

X X, 14x50, sheet bxa.	
" 14x60	
" 14x65	6 75

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 25
" 26	8 00

WIRE

ANNEALED OUT HAY BAILING WIRE.

No. 17, \$3.80; No. 11, \$3.93; No. 12 and 13, \$4; No. 13 1/2, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$3.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$3.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras
In 100-lb. lots: No. 17, \$5—No. 18 \$5.50—No. 19, \$6—No. 20, \$6.85—No. 21 \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.90—No. 26, \$9.50—No. 27 \$10—No. 28, \$11—No. 29, \$12—No. 30, \$13—No. 31, \$14—No. 32, \$15—No. 33, \$16—No. 34, \$17. Extra net—tinned wire, Nos. 17-35 \$2—Nos. 26-31, \$4—Nos. 32-34, \$5. Coppered, 75c—oil, 10c.—in 25-lb. bundles, 15c.—105 and 10-lb. bundles, 25c.—in 1-lb. hanks, 25c.—in 1-lb. hanks, 25c.—in 1-lb. hanks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

HEINISCH TINNERS' SNIPS

Cut shows our "Vulcan" Pattern with Steel-forged Ring handles and highly tempered Steel laid blades. This pattern will cut straight lines, curves, and all irregular shapes, no matter how intricate. It is especially handy for cornice work and cutting down to three inch circles. Every pair guaranteed.

Sold by all Jobbers

MADE ONLY BY

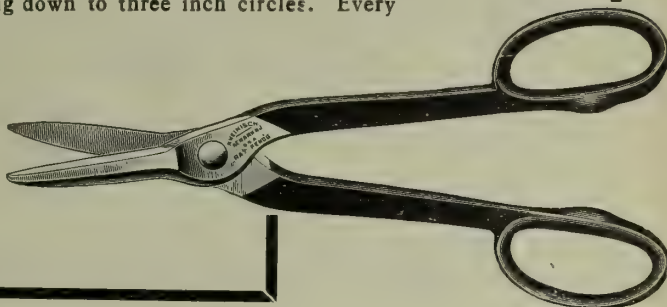
R. HEINISCH'S SONS CO.,

LIMITED

NEWARK,

N. J.,

U. S. A.



HAY WIRE IN COILS.

\$2.35 base f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal - 100 lbs. Nos. 4 and 5, \$2.75; 6, 7, 8, \$2.70; 9, \$2.25; 10, \$2.75; 11, 2.80; 12, \$2.40; 13, \$2.50; 14, \$3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 60 and 24 p.c. off. Other sizes, 60 and 5 p.c. off. Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 9 gauge, \$2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 6c. for cooping and \$2 for tinning.

Extra net per 100 lb. - Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb. 2 45
Galvanized, plain twist. 2 75
Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ½, \$5.1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, ½, \$5; inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized 2 85
Plain 2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins 0 80 0 85
In barrels, 5-gal. tins 0 80 0 85

BEESWAX

Paint and household, 75 per cent.,
Per lb. 0 40

CHEMICALS

In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 05
" flaked 0 05
Green copperas (green vitriol) 0 01
Sugar of lead 0 09

COLORS IN OIL

Venetian red, 1-lb. tins pure, 0 09
Chrome yellow 0 18
Golden ochre 0 11
French 0 09
Chrome green 0 11
French permanent green 0 15
Signwriters' black 0 17
Marine black, 25 lb. tins 0 05

GLAZES

French medal 0 10
German common sheet 0 10
German prima 0 15
White pigfoot 0 15
Brantford medal 0 10
" brown sheet 0 10
" golden sheet 0 13
" gelatine 0 22
" white gelatine 0 23
" white glue 0 12
" 100flake 0 10 0 11

Brantford all-round glue, 1-lb. packages, 10c.; ½-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

Drums, 50 and 100 lbs. 0 194 0 194
Packets, 1-lb., 100 in case, 0 214 0 214
" 1-lb., 0 224 0 224
Tins, 1-lb., 100 in case, 0 224 0 224

PARIS WHITE.

In bbls 0 90

PIGMENTS.

Orange Mineral, casks 0 00
" 10-lb. kegs 0 09½

PREPARED PAINTS.

Per gallon in qt. tins
Sherwin-Williams paints 1 70
Canada Paint Co.'s pure 1 60
Globe house paint (Windsor) 1 25
" New Era" house paint (Windsor) 1 35
Bonj. Moore Co.'s "Ark" & Co. 1 25
Moore's pure linseed oil, H.C. 1 35
Brandram-Henderson's "English" 1 60
Ramsay's paints, Pure 1 4
" Thistle 1 10
Martin-Senour 100 p.c. pure, 1 70
Senour's Floor Paints 1 45
Jamieson's "Crown and Anchor" 1 5
Jamieson's floor enamel 1 75
Island City pure paints 1 50
Sanderson Peary's, pure 1 40
Robertson's pure paints 1 40

PLASTER OF PARIS

Per barrel 2 30

PINE TAR

Half-pint tins, per dozen 0 60

PURTY.

Standard.
Sulk in casks 2 20
" 100-lb. drums 2 45
Bladders in bbls 2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cw 4 75 4 75
Genuine, 100 lb. kegs, 5 25 5 25
No. 1, casks, per 100 lbs. 4 25 4 25
No. 1, kegs, per 100 lbs. 4 75 4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

Prime white petroleum per gal 0 13
Water white 0 15
Pratt's astral 0 17½
" hard rubbing 0 08
Castor oil, per lb., in bbls. 0 08
Motor Gasoline single bbls. 0 17
Benzine, per gal single bbls. 0 15
Turpentine, single barrels 0 83 0 83
Linseed Oil, raw 0 90 0 92
" boiled 0 93 0 95

VARNISHES.

Per gal. cans.
Carriage, No. 1 1 50
Pale durable body 3 50
" hard rubbing 3 00
Finest elastic gear 3 00
Elastic Oak 1 50
Furniture, polishing 2 00
Furniture, extra 1 30
" No. 1 0 95
" union 0 90
Light oil finish 1 35
Gold size japan 2 00
Turps brown japan 1 60
No. 1 brown japan 1 12
" Boys' Axes 5 75
Lathing hatchets 4 70 10 10
Shingle 1 45 6 75
Claw 1 70 5 00
Barrell 5 60 6 85

Island City Dreadnought Finish 2 50
C.O. Co's. Permanite, interior 2 00
" Herculo, exterior 2 50
" Reflex, floor 2 25
" Japanite Dryer 1 25
Stovepipe varnish, ½ pint, per gross 8 00
Pure white shellac varnish, in barrels 1 75
Pure orange " " " " 1 70
No. 1 orange " " " " 1 25

WINDOW GLASS

Size United Inches. Star Double Diamond
Under 26 \$4 25 \$6 25
26 to 40 4 65 7 50
41 to 50 5 10 7 75
51 to 60 5 35 8 50
61 to 70 5 75 9 75
71 to 80 6 25 11 00
81 to 85 7 00 12 50
86 to 90 15 00
91 to 95 17 50
96 to 100 20 50
Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto
Munro's Select Flake White 6 25 6 40
Elephant Genuine 6 25 6 40
Lily Pure 5 75 5 90
Tiger Pure 5 55 5 70
Monarch (Windsor) 6 50
Essex Genuine (Windsor) 5 50
Brandram's B. B. Genuine 7 00 7 15
" Anchor," pure 5 50 5 65
Ramsay's Pure Lead 5 50 5 65
Ramsay's Exterior 5 25 5 60
" Crown and Anchor," pure, 5 75 5 90
Island City pure lead 5 75 5 90
Sterling C.P. Decorators 5 75
" Decorators 5 25
Robertson's C.P. lead 5 50 5 65
Decorators' Pure 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY)

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL

Pure, in 25-lb. tins 0 08½
No. 1, " " 0 07
No. 2, " " 0 05½

WHITING.

Plain, in bbls 0 70
Gilders bolted in barrels 1 00

HARDWARE

ADZES

Carpenters', per doz 12 50 14 00
Plain ship, 18 00 22 00

AXES AND HATCHETS

Single bit, per doz 6 00 9 00
Double bit 10 00 12 00
Bench Axes 6 75 10 00
Broad Axes 22 75 25 00
Hunters' Axes 5 00 6 00
" Boys' Axes 5 75 6 50
Lathing hatchets 4 70 10 10
Shingle 1 45 6 75
Claw 1 70 5 00
Barrell 5 60 6 85

ANVILS

Taylor-Forbes, prospectors 0 0 1
Buckworth, per lb. 0 10½

AMMUNITION

" Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent, 30 days; no extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1.20 per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits 30 and 10
Irwin's auger 47½
Gilmour's auger 60
Rockford auger 50 and 10
Gilmour's car 47½
Clark's expansive 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

doz. pairs
stearns wood track 4 50 6 00
Zenith 9 00
Atlas, steel covered 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Double strap hangers, doz. sets 6 40
Standard jointed hangers, " 6 25
Steel King hangers 6 25
Storm King and safety hangers 6 50
" rail 4 25
Crown 4 85
Crescent 6 50
Sotereign 7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen 2 25
Defiance, dozen 2 75
Gem dozen 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60, 12 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 50, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; out laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent
" " and smaller 70
" " 7-16 and up
" " Norway Iron (\$3 list) 60
Machine Bolts, ½ and less 60, 10 and 10
Machine Bolts, 7-16 and up 60
Plough Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ½ and less 60 and 10
" " 7-16 and larger 55 and 5
Coach Screws, new list 75
Nuts, square, all sizes, 4½c. per lb. off.
Nuts, hexagon, all sizes, 4½c. per lb. off.
Stove Rods per lb., ½ to 6c.
Stove Bolts, 80

Amatite ROOFING

"Easy to sell because consumers want a Roofing that needs no Painting."

If you do not sell Amatite Roofing in your territory soon somebody else will, because there is a constantly increasing pressure from the consumer. We are spending \$100,000 on advertising annually to make this demand. We are teaching the consumer to demand a roofing that does not need

painting. The day of the "Paint-me-often-olds" is past. People everywhere are asking for the roofing with a mineral surface which will need no care. Amatite costs no more than roofings that need continual painting. The customer gets 100% more value in a dollar spent on Amatite than on any of the old-fashioned so-called "rubber" or "gum" roofs. Send along your order.

The Paterson Manufacturing Company, Ltd.,

Toronto
Vancouver

Montreal
St. John, N.B.

Winnipeg
Halifax, N.S.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll.....	0 70
O. K. paper, No. 1, per roll.....	0 75
O. K. paper, No. 2, per roll.....	0 70
Plain Fibre, No. 1, per 400 ft. roll.....	0 45
Plain Fibre, No. 2,	0 27
Tarred Fibre, No. 1, per 400 ft. roll.....	0 55
Tarred Fibre, No. 2,	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.....	0 45
Plain Surprise, per roll.....	0 40
Resin sized Fibre, per roll.....	0 40
Asbestos building paper, per 100 lbs.....	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet felt, per 100 lbs.....	2 50
Tarred wool roofing felt, per 100 lb.....	1 80
Pitch, Boston or Sydney, per 100 lbs	1 70
Pitch, Scotch, per 100 lbs.....	0 65
Heavy Fibre, 32 & 60, per 100 lbs.....	3 00
2 Ply Ready Roofing, per square.....	0 70
3	0 95
2 Ply complete, per roll.....	1 15
3	1 35
Liquid Roofing Cement, brls., per gal	0 15
tins	0 20
Crude Coal Tar, per barrel.....	3 50
Refined Coal Tar, tins, per doz.....	1 25
Refined Coal Tar, per barrel.....	4 50
Shingle varnish, per barrel.....	4 50
Caps, per lb.....	0 06
Nails, per lb.....	0 05
Mop cotton, per lb.....	0 15

BINDER TWINE.

500 feet, sisal.....	0 07 1/2
500 " standard.....	0 07 1/2
550 " " manilla.....	0 07 1/2
600 " "	0 08 1/2
650 " "	0 09
Car lots, 10 less; 5-ton lots, 10 less	
Central delivery.	

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.c.	
Wrought Brass, 45 p.c. off revised list.	
Cast Iron Loose Pin, 60 per cent.	
Wrought Steel Fast Joint and Loose Pin, 70 per cent	
Crescent brands, 70 per cent.	

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl 1 60	1 70
White Bros. English.....	2 00
" Lafarge " cement in wood.....	3 40
Fire brick, Scotch, per 1,000.....	23 00
" English.....	17 00
" American, low.....	23 00
" high.....	27 50
Fire clay (Scotch), net ton.....	5 50

CHALK AND PENCILS

Carpenters Colored, per gross.....	0 65
" lead pencils, per grs.....	2 40

CHISELS.

Cold chisels, 5 x 6 in., doz.....	2 20
Bevel edge, 1 inch, doz.....	2 50

CHAIN

Proof coil, per 100 lb., 1/2 in., \$8.00; 5-16 in., \$4.85; 3/4 in., \$4.25; 7-16 in., \$4.00; 1 in., \$3.75; 1-1/8 in., \$3.70; 1 1/2 in., \$3.65; 1 3/4 in., \$3.60; 2 in., \$3.45; 1 in., \$3.40.	
Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanizd, 35 and 5.	

CHURNS.

No. 9, \$9; No. 1, \$9; No. 2, \$10; No. 3, \$11; No. 4, \$13; No. 5, \$16; f.o.b. Toronto	
Hamilton, London and St. Marys, 50 per cent; f.o.b. Ottawa, Kingston and Montreal, 47 1/2 per cent.	

CLAMPS

Malleable swivel head, 4 in.....	2 50
" adjustable, 4 in.....	7 60
Carpenters, 3 feet.....	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lengths.....	3 00
3 " "	3 65
4 " "	4 80
5 " "	6 80
6 " "	8 00

COTTER PINS

Cotter pins, 90 p.c. Montreal	
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COPPER AND NICKEL WARE.

Copper boilers, kettles, 50 p.c.	
Copper tea and coffee pots, 45 p.c.	
Copper potts, 30 per cent.	
Foundry goods, hollow ware, 45 p.c.	

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.	
Porcelain, mineral and jet knobs, net list.	

DOOR SETS.

Canadian, 45 and 10 per cent.	
Door pulls, 60 per cent.	

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand).....	1 80
Double sets, each.....	3 25
Unbreakable rail, 100 feet.....	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.	
Reliance (coil), 20 per cent.	

DRAW KNIVES.

Carpenters 6 inch, doz.....	5 25
Folding handles, 8 inch, doz.....	1 80

DRILLS

Bit stock drills, 2-32 in., doz.....	0 67
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ESCUTCHEONS

Canadian, 45 and 10 per cent.	
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ESCUTCHEON PINS

Steel, discount 50 per cent	
Brass, 55 per cent.	

SAVETROUGHS.

8 inch, in 10 foot lengths.....	2 75
10 " "	3 00
12 " "	3 50
15 " "	5 10

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.	
Hand delivery and creamery cans, 40 p.c.	
Railroad and cream cans and taps 45 p.c.	
Creamery trimmings, 75 and 12 1/2 p.c.	

FAUCETS.

Common, oak-lined, 35 per cent.	
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FARRIER KNIVES

Buckworth, 50 p.c.	
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FILES AND RASPS.

Diston's.....	70 and 10
Great Western, American.....	70 and 10
Kearney & Foot, Arcade.....	70 and 10
J. Barton Smith, Eagle.....	70 and 10
McClellan, Globe.....	70 and 10
Black Diamond.....	60 and 10
Nicholson.....	62 1/2
Jowett's (English list).....	27 1/2

FORGES

Blacksmiths portable, 135 lbs.....	9 85
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GALVANIZED WARE

Dufferin pattern pails, 50 per cent.	
Flaring Pattern, 50 per cent.	
Galvanized washtubs, 45 per cent.	

HAMMERS.

Tack, iron, doz.....	0 35
Ladies claw, handled, doz.....	0 80
Adze eye nail hammer, 10 oz., doz.....	1 25
" hickory handle, 1 lb., doz.....	6 25
" straight claw, 1 lb., doz.....	7 00
Farmers hammers, 10 oz., doz.....	5 60
Tinners setting, 1 lb., doz.....	4 50
Machinists, 1 lb., doz.....	3 20

HARVEST TOOLS.

50 and 5 per cent.	
Sidewalk and stable scrapers, net	
Wood hay rakes, 40 and 10 per cent.	
Lawn rakes, net.	

HALTERS

Jute Rope, 1/2-inch.....per gross.....	9 00
" " "	10 00
" " "	12 00
Leather, 1-inch.....per doz.....	4 00
Leather, 1 1/2 "	5 20
Web.....	2 45

HINGES.

Blind, discount 50 per cent.	
Heavy T and strap, 4-in 100 lb. net..	7 25
" " 5-in.....	7 00
" " 6-in.....	8 75
" " 8-in.....	6 50
" " 10-in. and larger.....	6 25
Light T and strap, discount 65 p.c.	
Screw hook and hinge.....	
under 12 ".....per 100 lb.....	4 50
over 12 "....."	3 50
Crate hinges and back flaps, 65 and 5 p. c.	
Chest hinges and hinge hasps, 65 p.c.	

HINGES (SPRING)

Spring, per gross—No. 5, \$16.10; No. 10, \$16.10; No. 20, \$8.40; No. 50, \$17.58; No. 51, \$7.76; No. 120, \$16.10.	
Screen door sets—No. 2250, \$14.95; No. 2260, \$19.55; No. 2275, \$21.85; No. 1192, \$19.55.	
Chicago hold back screen door, iron, gro. \$12.	
Chicago spring hinges, 35 p.c.	
Triplex spring hinges, 40 p.c.	
Chicago surface floor (6,000), 45 p.c.	
Garden City fire house hinges, 12 1/2 p.c.	
"Chief" floor hinge, 50 p.c.	

HOOES

Wrought iron hooks and staples—	
1 x 5.....per gross.....	2 25
5-16 x 5....."	3 40
Bright wire screw eyes, 60 p.c.	
Bright steel gate hooks and staples, 40 p.c.	
Iron screw hooks, 60 and 20 p.c.	
Iron gate hooks and eyes 60 and 20 p.c.	
Crescent hat and coat wire, 40 per cent	
Stove pipe eyes, kitchen and square hooks, 60 p.c.	

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, 20 cent per box base No. 9 and larger.	
Capewell brand, quotations on application.	

HOLSEHONES.

M.R.M. & "Bell" brands iron, light & medium, No. 1 and smaller, \$3.75; No. 2 and larger, \$3.50; snow pattern No. 1 and smaller, \$4.00, No. 2 and larger, \$3.75; "X.L." new light steel, No. 1 and smaller, \$4.10; No. 2 and larger, \$3.85; "X.L." featherweight steel, No. 0 to 4, \$5.25; Special countersinks steel, No. 0 to 4, \$5.50 p.c.; toe weight, all sizes, \$5.00. F.o.b. Montreal and Belleville. Extras for packing.	
Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, \$1.50; No. 2 and larger, \$1.25. "Sharp" No. 1 and smaller, \$1.75; No. 2 and larger, \$1.50 per box. Put up in 25-lb. boxes.	

HORSE WEIGHTS.

Taylor-Forbes, 44c. per lb.	
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ICE CREAM FREEZERS.

White Mountain, 50 p.c.	
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KNIVES

Hay knives, net list.	
Clauss, 50 and 25 per cent.	

KITCHEN ENAMELED WARE.

White ware, 75 per cent.	
London and Princess, 50 per cent.	
Canada, Diamond, Premier, 50 and 10 p.c.	
Pearl, Imperial, Crescent and granite steel, 50 and 10 per cent.	
Premier steel ware, 40 per cent.	
Star decorated steel and white, 25 per cent.	
Hollow ware, tinned cast, 50 per cent. off.	
Enamelled street signs, 40 p.c.	

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.	
Can openers, per doz.....	0 40
Mincing knives per doz.....	0 50
Potato mashers, wire, per doz.....	0 60
" wood.....	0 50
Vegetable slicers, per doz.....	2 25
Universal meat chopper No. 1.....	1 15
Enterprises chopper, each.....	1 30
Spiders and fry pans, 50 and 5 p.c.	
Star A1 chopper 5 to 32.....	1 35
" 100 to 103.....	1 35
Kitchen hooks, bright.....	0 60
Toasters, 50 p.c.	
Fire shovels, 50.	
Oil stoves and ovens, 50 and 10.	

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1 ft., 13c.	
Extension ladders, 15c. per foot up.	

LANTERNS.

Japanned ware, 45 per cent.	
No. 3 or 4 Plain Cold Blast.....per doz.	6 75
Lift Tubular and Hinge Plain.....	6 00
Japanning, 50c. per dozen extra.	
Prism globes, per dozen, \$1.20	
Lamp wick, 50 per cent.	

LAWN HOSE

Competition grade lawn hose, 70 and 5.	
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LAWN MOWERS

Taylor Forbes Co.—8 in. wheel, 3 knives, 12 in., \$5.10; 9 in. wheel, 3 knives, 12 in., \$6.75; 9 in. wheel, 5 knives, 12 in., \$7.75; 10 1/2 in. wheel, 4 knives, 12 in., \$8.50; 10 1/2 in. wheel, 4 knives, 12 in., ball bearing, \$10.00, 50 per cent. f.o.b. Guelph.	
D. Maxwell & Sons—8 in. open wheel, 3 knives, 12 in. \$5.10; 4 knives, \$6.25; 9 in. wheel, 3 knives, 12 in. sizes, \$6.75; do., 4 knives, \$7.25; 10 1/2 in. wheel, 4 knives, 12 in. sizes, \$8.50; ball bearing, do., \$10.00; 5 knives, \$10.50; 50 per cent. f.o.b. factory.	

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.	
LUMBERMEN'S SUPPLIES	
Cant hooks, dozen, from.....	12 00
Axes, dozen, from.....	6 50
Axe handles, dozen, from.....	1 15
Cross cut saws, per foot.....	0 25
Axe wedges, dozen.....	0 25
Ball and heel calks.....	4 00

MALLETS.

Tinsmiths', 7 1/2 x 5 1/2 in., per doz.....	1 25
Carpenters' round hickory, 6 in., per doz.....	1 85
Lignum Vitae, round, 5 inch, per doz.....	3 40
Caulking, No. 8, oak, per doz.....	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00
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METAL POLISH.

Tandem metal polish paste.....	6 00
Axoline brass cleaner, 100 in package	5 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, 35 dozen	
Picks, 6 to 7 lb., 4.65 doz.	
Pick handles, \$1.85 dozen.	
Prospectors' hammers, 16 cents per lb	
Drilling hammers, 6 cents per lb.	
Crowbars, 31 cents per lb.	

MOPS AND IRONING BOARDS.

Mops, per doz.....	1 20
Folding ironing boards.....	15 25

NAILS

Wire	
1-1 1/2 inch.....	3 35
1 1/2 inch.....	3 00
1 3/4-1 1/2 inch.....	2 75
2-2 1/4 inch.....	2 65
2 1/4-2 1/2 inch.....	2 50
3-3 1/4 inch.....	2 45
3 1/4-4 inch.....	2 40
4, 5, 5 1/2, 6 inch (base).....	2 35
Cut nails—Montreal, \$2.40; Toronto, \$2.60.	
Miscellaneous wire nails, 75 per cent.	
Coppers' nails, 33 per cent.	
Pressed spikes, 1/2 diameter, per 100 lbs.....	2 85

PAINTS

Plumbers.....per 100 lb.....	4 50
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PILES



"The Razor of Quality"

We can call our Razors by no name which describes them more aptly than this. They make shaving a pleasure and give absolute and perfect satisfaction.

Clauss Razors and Shears

are a profitable line to handle because they invariably give satisfaction. Why not prove this statement for yourselves? Send for our catalogue.

Clauss Shear Company

169 Spadina Ave.
TORONTO

FIXED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
5, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pits, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

RAZORS.	per doz.
Boker's	7 50
King Cutter	11 00
Henckel's	7 50
Clauss automatic safety	40 00
Clauss perfect stropper	27 00
Gillette Safety, each.	18 00
Clauss Razors and Strops, 50 per cent	9 75
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manila rope	0 10½
"British" Manila	0 10½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Sisal bed cord, 48 feet.....per doz.	0 65
" 60 feet.....	0 80
" 72 feet.....	0 95
Cotton clothes line, 27½ off.	0 27
Bag, Russian twine, per lb.....	0 26
Wrapping, cotton, 3-ply twine	0 30
" 4-ply twine	0 33
Mattress twine per lb.	0 45
Staging	0 27

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages 1c. per lb.; ½-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz..... 1 15
Ivory, No. 1282, 2 foot, each..... 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished.....per set 0 75
" No. 50, nickel-plated..... 0 80
" handles, japanned, per gross 8 40
Common, plain..... 4 25
" plated..... 5 50
Asbestos, per set..... 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb..... 2 30
Solid, 3 to 30 lbs..... 1 40

SASH CORD.

No. 3, per lb..... 0 24½

SAWS.

Atkins Hand and Crescent, 25 per cent.
Dixon's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW IRON.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

Common doors, 2 or 3 panel, walnut stained, 4-in., style..... 7 80
Common doors or 3 panel, grained only, 4-in. style..... 8 10
Beaver window screens, 14x18, open 28½ inches..... 1 60
Perfection window screens, 14x15, open 22½ inches..... 1 80
Model window screens, 14x22, open 36½ inches..... 2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 50; Dominion, 50
Richelleu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 50.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS

SCREWS	Percent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Bargent'sper doz. 0 65 1 00
North Bros., No. 30per doz. 16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards : spring, Empire hockey sticks, \$3 00, \$3 50.
Mionac and Rex sticks, \$4 00, \$6 00.
Pucks net, \$1 50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;
No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Dixon's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net... \$2 85

SNAPS.

Hardware, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retained, 75 and 12½ per cent.

SAF SPOULE

Bronzed iron with hooksper 1,000 7 50
Bureka tinned steel, hooks 8 00

STAPLES

Poultry netting, 100 lbs..... 5 70
Red, 100 lbs., No. 14 6 75
Blind, per lb..... 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch.....	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch.....	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock..... 18 75

STONES—OIL AND SCYTHE.

Washita.....per lb.	0 25
Hindostan.....	0 06
" slip.....	0 18
" Axe.....	0 10
Deer Creek.....	0 10
Deerlick.....	0 25
" Axe.....	0 15
Lily white.....	0 42
Arkansas.....	1 50
Water-of-Ayr.....	0 10
Scythe.....per gross	3 50
Grind, 40 to 200 lb., per ton.....	30 00
under 40 lb.....	24 00
300 lb. and over.....	28 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch poi shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each.... 0 94
" steel, No. 264, 66 ft., each..... 3 70
Obesterman's linen, No. 1822, 66 ft. ea. 1 11
" Metallo, No. 1821..... 1 96
" Steel, No. 1840, 50 feet.... 4 30

TROWELS.

Dixon's, 10 per cent,

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oswida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

TRAPS (RAT AND MOUSE)	Doz
Out O' Sight Mouse Traps.....	0 60
" Rat Traps.....	1 20
Easy Set Mouse.....	0 45
" Rat.....	0 95
Blizzard Mouse Traps.....	0 45
" Rat Traps.....	0 35
Hold-Fast (formerly Devil) Mouse Traps	0 35
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers.....	0 80

VISES

Per pound.....	0 12
Hinged pipe vise, 25 lbs.....	3 55
Saw vise.....	4 50
Blacksmith's, 60; parallel, 45 per cent.	5 00

WASHING MACHINES.

New Ontario.....	41 25
Round, re-soling per doz.....	73 75
" Square.....	77 50
Dowdell.....	48 75
New Century, Style A.....	93 75
Ideal Power.....	185 00
Daisy.....	67 50
Stephenson.....	74 00
Puritan Motor.....	165 00
Connor, improved.....	48 75
Ottawa.....	51 25
Connor Ball Bearing.....	108 75
Connor Gearless Motor Washer	172 50
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz.....	44 25
Improved Royal Canadian, 11 in.....	48 75
Eze, 10 in., per doz.....	47 25
Bicycle, 11 inch.....	58 25
Trojan, 12 inch.....	101 50
Challenge, 3 year, 11 in.....	49 75
Ottawa, 3 year, 11 in.....	56 00
Favorite, 5 year, 11 in.....	67 00
20 per cent.	

WHEELBARROWS

Navy, steel wheel, dozen.....	21 20
Garden, steel wheel, dozen.....	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.....	0 70
" " 34 in.....	1 00
" " 36 in.....	1 25
" " neekyokes, 36 in.....	1 05
" " doubletrees, 40 in.....	0 95
" " lumbermen, 44 in.....	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neekyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neekyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHER

Canadian, 50 per cent.

Allan Hills Edge Tool.....	19	Collins Mfg. Co.....	23	Kemp Mfg. Co.....	34	Pearson, Geo. D. & Co.....	2 3
Alaska Freezer Co.....	68	Connor, J. H., & Son.....	27	Kerr Engine Co.....	inside back cover	Pease Foundry Co.....	45
American Shearer Co.....	22	Copp, W. J., Sons & Co.....	47	Kyle, P.....	22	Pender, Jas., & Co.....	23
Anthony, M.....	21	Cornin Cabinet Lock Co.....	23	Laidlaw Bale Tie Co.....	75	Perceval Plow and Stove Co.....	17
Anti-Splash Filter Co.....	20	Cover Mfg. Co.....	56	Langwell & Sons.....	22	Peterborough Lock Co.....	inside back cover
Armstrong Bros. Tool Co.....	33	Crookes, Jonathan, & Son.....	60	Lenth, Thos. Wm.....	69	Pilkington Bros.....	67
Atkins, E. C., & Co.....	31	Cunmner Dowsell, Ltd.....	60	Leslie, A. O., & Co.....	49	Pink, Thos.....	67
Atlas Mfg. Co.....	23	Cummings, P. R.....	22	Lewis Bros., Ltd.....	2	Queen City Oil Co.....	45
Autolock Safety Coo' & Bolt Co.....	2	Davidson, Thos., Mfg. Co.....	8	Lockerby & McComb.....	68	Ramsay, A., & Son Co.....	55
Aylmer Pump and Scale Co.....	6	Dennis Wire & Iron Co.....	21	London Foundry Co.....	64	Record Foundry & Machine Co.....	11
Bailey Underwood Co.....	64	Director of Manufacturers.....	22	Lufkin Rule Co.....	49	Reid, James.....	23
Banwell Hoxie Wire Fence Co.....	22	Disston, Henry, & Son.....	9	Lyssaght, John.....	outside front cover	Richardson, J. E.....	62
Barrett, W. L.....	22	Dominion Cartridge Co.....	34	McArthur, Alex., & Co.....	70	Robertson Mfg. Co., Ltd., P. L.....	64
Barrett, G. & H. Co.....	outside back cover	Dominion Electric Co.....	25	McClary Mfg. Co.....	17	Robertson, Jas., Co., Montreal.....	61
Beardwood Agency.....	69	Dominion Wire Mfg. Co.....	26	McDougall, R., Co.....	26	Ross Rifle Co.....	76
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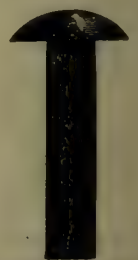
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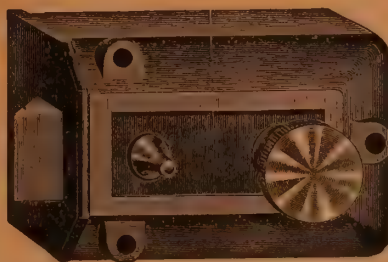
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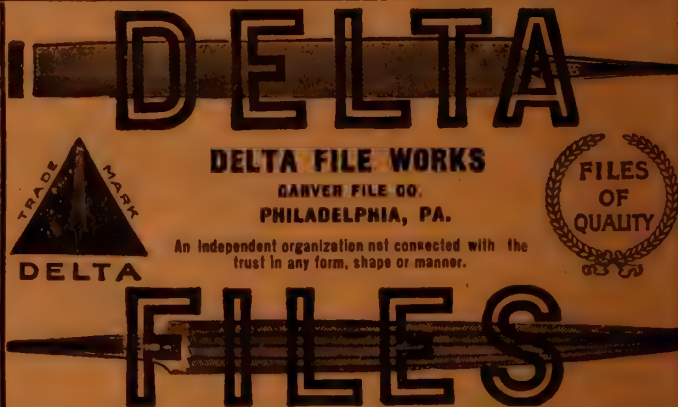
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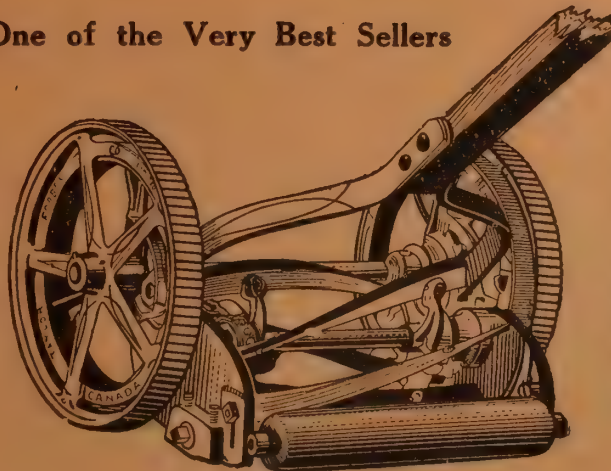
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TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL

H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.

W. A. MACLENNAN, VANCOUVER, B.C.

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HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.

CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

Make Big Profits Selling Knickerbocker Spraybrushes



Knickerbocker
Spraybrush No. 1

Like a Dip at the Seashore

A BATH with the KNICKERBOCKER FOUNTAIN SPRAYBRUSH is as delightful and beneficial as the vigorous splash at the seashore. Each of the hundreds of tiny rubber tubes or "teeth" is converted into a minute fountain or spray the moment the water is turned on. Ideal for shower, shampoo and massage. Gives more efficient and altogether satisfactory service than \$75.00 overhead showers, at only \$2.00, \$3.00, \$4.00 according to style. Supplies a rich man's bath at a price every man and woman can afford.

Your Customers

will buy 3 dozen within 60 days. They sell on sight and those who buy recommend them to all their acquaintances. Every sale will bring you three to five more.

Big Summer Demand

THE leading dealers in every section of the country are reaping a rich harvest of profits selling this popular summer specialty. We are now filling hundreds of repeat orders from those who have placed orders within the last 30 days. "Good all sold—ship double my last order by express"—this is a sample of the way orders are pouring in daily by wire.

Our Extensive Summer Advertising Campaign

Will send a steady stream of purchasers to every store where our bath-room appliances are sold. Here is the effective list of standard publications we are using to bring valuable business to you:

Everybody's
Munsey's

Collier's
Scribner's

Review of Reviews
Saturday Evening Post

Literary Digest
Hampton's

Progress
American

The Best Season

To sell Spraybrushes *is here now*. All during the hot summer months sales will be exceptionally brisk.

An Attractive Window Display

Will quickly sell your first assortment and create a demand for many more. We furnish FREE display cards, illustrated booklets, etc., for advertising—everything needed to make quick sales from the start.

Best Selling Assortments—50% Profit

Assortment No. 1. ½ doz. Spraybrushes, net price, - \$10.75
Retails \$16.00. Your profit \$5.25, almost 50%.

Assortment No. 2. 1 doz. Spraybrushes, net price, - 21.08
Retails \$32.15. Your profit \$11.07—53%.

Assortment No. 3. 3 doz. Spraybrushes, net price, - 60.02
Retails \$96.30. Your profit \$36.28—59%.

Wholesale Distributors Handling Knickerbocker Spraybrushes:

All of the wholesalers given in the following list can ship any assortment of KNICKERBOCKER SPRAYBRUSHES desired immediately upon receipt of your order. They represent the most progressive and reliable class of jobbers in their respective lines in the country. They take no chances either on quality or salability of merchandise. They know—they test and make sure before buying. The fact that they are distributors of KNICKERBOCKER SPRAYBRUSHES is a sufficient guarantee to you of the goods. Place an order for an assortment through one of the wholesalers listed below and it will have prompt and careful attention.

Bahl Sons Co.	Detroit, Mich.	C. M. McClung & Co.	Knoxville, Tenn.
James B. Clow & Sons	Chicago, Ill.	A. Y. McDonald Manufacturing	Dubuque, Ia.
Edwards & Chamberlain Hdw. Co.	Kalamazoo, Mich.	McIntosh Hardware Co.	Cleveland, Ohio
Famous Manufacturing Co.	Grand Rapids, Mich.	Morley Bros	Saginaw, Mich.
Garver Hardware Co.	Des Moines, Ia.	National Drug and Chemical Co.	
A. Harvey Sons Mfg. Co.	Detroit, Mich.	Rundle-Spence	Milwaukee, Wis.
Hibbard, Spencer & Bartlett	Chicago, Ill.	Schwabacher Hardware Co.	Seattle, Wash.
Hulman & Company	Terre Haute, Ind.	Simmons Hardware Co.	St. Louis, Mo.
King Hardware Co.	Atlanta, Ga.	Spokane Hardware Co.	Spokane, Wash.
Kretschmer Manufacturing Co.	Dubuque, Ia.	W. A. L. Thompson	Topeka, Kans.
Lymans, Limited	Montreal	U. S. Supply Co.	Omaha, Neb.
McCambridge-Cooper Co.	Philadelphia, Pa.	Clark Witbeck	Schenectady, N.Y.
	Walker Manufacturing & Supply Co.		Detroit, Mich.

Let us send you dealers' folder and net price list showing liberal profits to you on complete line.

THE PROGRESS COMPANY

919-210 Monroe Street

CHICAGO, ILLINOIS

Our Co-operative Plan

forces instant demand. We furnish sales compelling booklets, display cards and circulars bearing your imprint with the goods. Send us list of best customers and we will mail strongly written letters, postage paid by us, to them requesting that they call at your store and look over your stock. Hundreds of our dealers testify to the effectiveness of this plan.

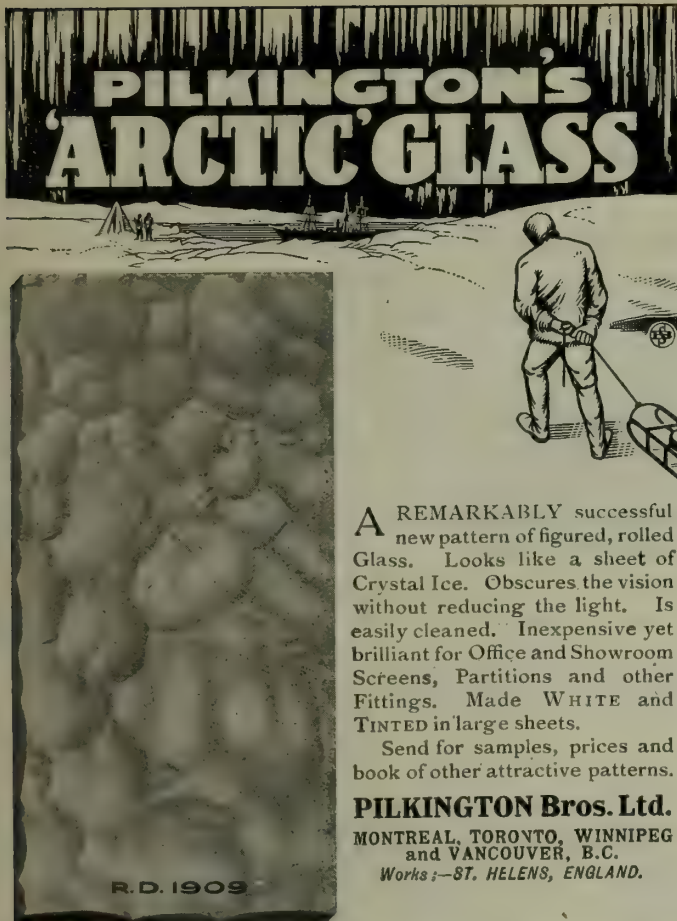
Absolute Guarantee

Every Spraybrush is absolutely guaranteed—this makes selling easy. Any one who purchases a KNICKERBOCKER SPRAYBRUSH may return it if it is found unsatisfactory within 10 days and purchase price will be refunded. We back up every dealer in making this guarantee to his entire trade.



Shampoo Brush No. 7

With rubber ducts to simulate finger tips. Gives the ideal massage and shampoo.



**PILKINGTON'S
'ARCTIC' GLASS**

A REMARKABLY successful new pattern of figured, rolled Glass. Looks like a sheet of Crystal Ice. Obscures the vision without reducing the light. Is easily cleaned. Inexpensive yet brilliant for Office and Showroom Screens, Partitions and other Fittings. Made WHITE and TINTED in large sheets.

Send for samples, prices and book of other attractive patterns.

PILKINGTON Bros. Ltd.
MONTREAL, TORONTO, WINNIPEG
and VANCOUVER, B.C.
Works:—ST. HELENS, ENGLAND.

R.D. 1909

CUSTOM CATCHERS

Particularly in the case of AXE HANDLES, quality is the determining feature as to where the trade will go.

If you stock

STILL'S AXE HANDLES

you will be influencing a trade to your store which will prove exceedingly profitable. They are Gilmour shaped, and are made only of the very choicest, carefully selected and thoroughly seasoned timber.

Specify STILL'S

List and discounts on request

J. H. Still Mfg. Co., Ltd.

ST. THOMAS - ONTARIO



And have sold successfully for nearly a quarter of a Century. They are well advertised from season to season, are in demand and satisfactory to dealer and user.

They are not an experiment, on which you waste time and profits, but perfect in every detail, placing them in the front line of standard goods. They bring trade and help you keep it. ORDER NOW.

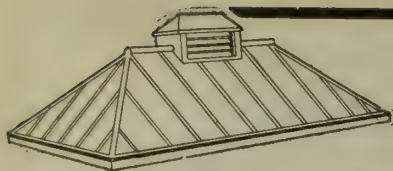


Here are Three
FREEZERS
THAT SELL



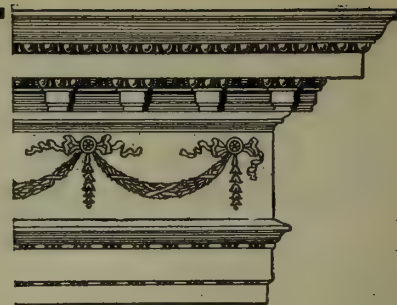
SOLD BY LEADING JOBBERS

NORTH BROS. MFG. CO. Philadelphia, Pa.



**M
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Two profitable lines for the down-to-date hardware dealer



Take advantage of the general evolution of building construction, of the great demand for fireproof material. Push "Metallic" Goods. Their superior quality insures permanent customers and increased profits.

CORNICES

are ARTISTIC, DURABLE and EASILY ERECTED. They are made of sheet copper or galvanized steel in designs to suit any style of building.

ANOTHER LINE WHERE "METALLIC" LEADS—

SKYLIGHTS

are practically imperishable. The frames are of hollow metal, galvanized steel or sheet copper, and when glazed with wire glass are absolutely fireproof.

It's the "Metallic" Quality and Workmanship that count.
Ample reason why it pays to handle "Metallic" Goods.
Write for new illustrated price list No. 4.

Manufacturers of "Metallic" Building Materials.

The **Metallic Roofing Co.**
Limited
TORONTO & WINNIPEG 2457

THE "CHRISTY" SAFETY RAZOR

British Manufacture Throughout

THERE IS
A
Good Margin

IN THIS
FOR
Hardwaremen

ASK FOR
Trade Discounts



Complete in Case,
WITH
Six Sheffield
Steel Blades,
Strop-Holder,
and Strop.

RETAIL PRICE:
\$1.50

The "CHRISTY" Outfit.

Manufactured by **Christy Safety Razor Co., Ltd.,** 147, Queen Victoria Street,
LONDON, ENGLAND.

OIL STOVES

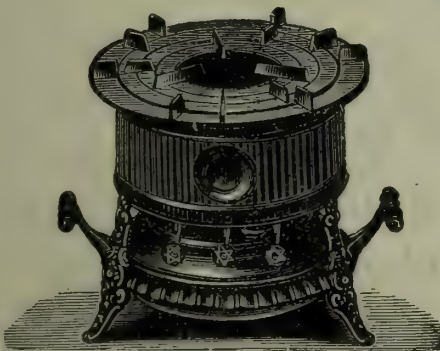
Brass Burners and Brass Tank



No. 63C Low, Cabinet Frame, Blue Flame, High Grade

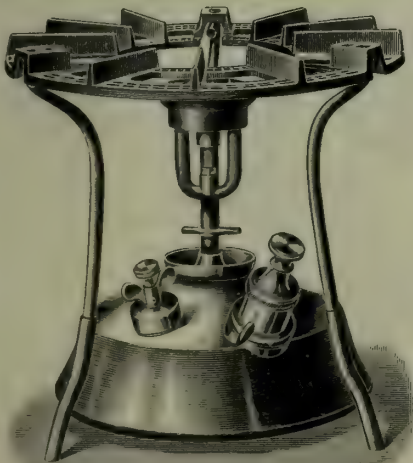
STANDARD SUN, Wickless Blue-Flame, Oil Stoves

We Stock these in both Low and Cabinet Frame



German
Oil Stoves,
Glass
Bottom,
One, Two
and Three
Burners.

Standard
Sun Oven.
We have
These
Suitable
For both
One and Two
Burners.



1-4 Size

"Juwel 6" Kerosene Oil Gas Stove

Capacity of Reservoir, 3 Pints

Burns Single Charge of 1 Quart 3 Hours with Full Flame

1 Quart of Water Boils in 4 to 5 Minutes

This little wickless oil stove by generating and burning gas, consumes about half as much oil as the old type oil stove with wick, while the heating efficiency is from 3 to 4 times as high. It is easily lighted and regulated, burns with partially blue flame, without odor or smoke and is perfectly safe and reliable. This stove can easily be taken into pieces and after long use cleaned or renewed.

The Ideal Stove for Country Home or Camp

The Oil Gas Stoves are Fast Re-
placing the Old Style

LET US HANDLE YOUR ORDERS

Lewis Brothers, Limited, Distributors

MONTREAL

and at TORONTO, OTTAWA,
VANCOUVER

Are You Satisfied

with the way you are being treated by the firm you are dealing with? Are you getting your goods at the best market prices? Are your orders having the best attention?

IF NOT

Let us show you what we can do, by sending us a trial order. We are known for our straightforward dealings and are pleasing thousands of merchants in Canada. Our Loose Leaf Hardware Catalogue is one of the best of its kind and illustrates the full hardware line.

WRITE FOR PRICES.

We Ship Promptly.

We Ship Promptly.



FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal

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Canada



A Wonderful Long Range Pistol

The Bayard

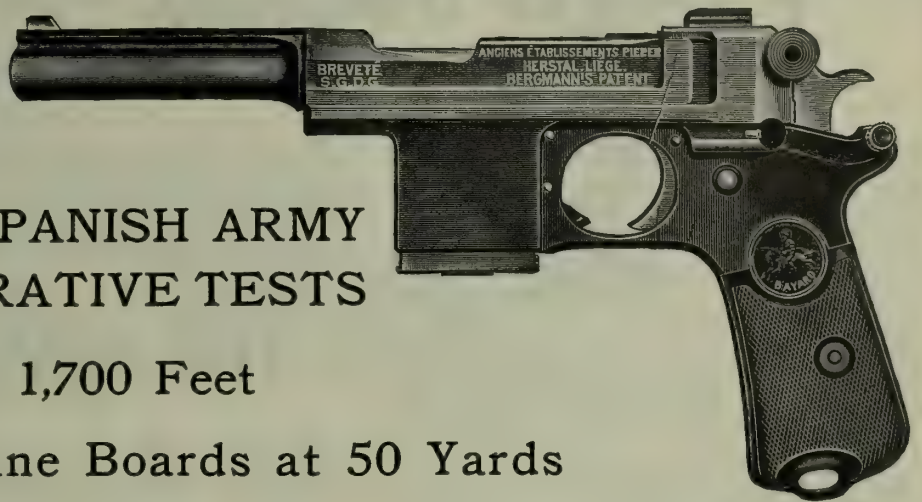
SELF-LOADING

.38 Calibre

ADOPTED BY SPANISH ARMY
AFTER COMPARATIVE TESTS

Maximum Range, 1,700 Feet

Penetration, 6 Pine Boards at 50 Yards



Better balanced than other pistols, as magazine is in front of trigger guard, consequently more accurate. Visible safety lever, visible hammer, user always knows when his pistol is ready for action, or safe. Length of pistol over all, 10 inch, Weight $2\frac{1}{5}$ lb., initial velocity of bullet 1,181 feet. Fine blued finish, packed in neat leatherette case.



Bayard "Baby" Automatic Pistol

.32 CALIBRE

Length over all only $4\frac{3}{4}$ inch.

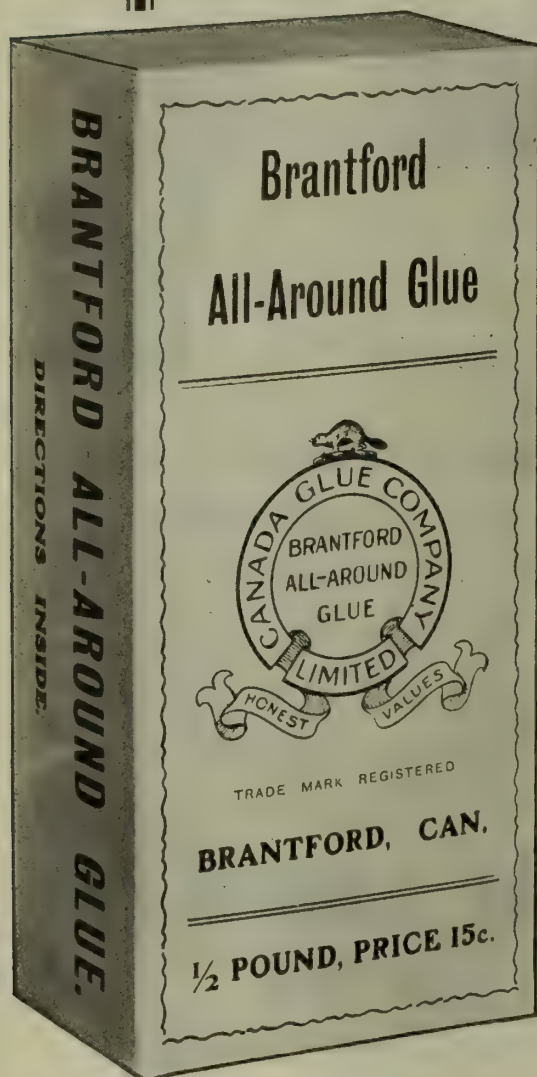
The neatest .32 Calibre Automatic Pistol on the market. Penetration, at 10 yards, four $\frac{3}{4}$ in. pine boards. Weight, 1 lb. each.

Wholesale Distributors

Caverhill Searmont & Co

MONTREAL and WINNIPEG

Bigger Business—Better Profit



There's a sure business increase and more profitable trading ahead for every hardwareman who is handling

BRANTFORD All-Around Glue (Granulated)

"All-Around" Glue is true to its name. It's the best glue for every purpose—best for the Cabinet-Maker, Painter, Carpenter, Book-Binder and House-Holder.

We assume the responsibility of pleasing your customer by standing back of every package of "All-Around" Glue you sell with our guarantee of quality. It is packed in 1-lb., 1/2-lb. and 1/4-lb. cartons, retailing at 25c., 15c. and 10c.

If Your Jobber Can't Supply You, We Will

MADE IN CANADA

Canada Glue Company, Limited

Montreal, 224 Lemoine Street

Toronto, 50 Front Street East

Brantford, Ontario, Canada

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

“Samson” Harvest Tools



“Samson” prestige is not an accident, and “Samson” perfection didn’t just happen. They are the result of a studied system of quality-betterment, a constant striving to attain the uttermost in material and workmanship. Our policy is to give extra good value, and depend on the greater volume of business to make up the difference in cost. That is the emphasis back of

“Samson” Quality

which has developed a big business on a “square deal” basis. You run no possible risk in selling and recommending the “Samson” line of tools, sporting goods and ready-roofing. Our guarantee goes with them, and if by any chance anything should be wrong or seem wrong we very quickly make it right.

H. S. Howland, Sons & Co., Limited
Wholesale Hardware

TORONTO

We Ship Promptly

Our Prices are Right

Graham Nails are the Best.



CRESCENT
BRAND

BUTTS

**A GOOD LEADER
FOR THE
BUILDERS' HARDWARE
Department.**



(3 x 3 full size)

Builders to-day are asking for
Crescent Brand Butt Hinges

A satisfied customer is the best advertisement

CANADA STEEL GOODS CO., Limited

HAMILTON

Manufacturers

ONTARIO

Something New

The Crown Mop

Unconditionally guaranteed to give perfect satisfaction. Patent applied for.

It has the following array of good points over all others:

FIRST—It overcomes, *completely*, the danger of scratching the Floor or Oil-Cloth, it is so constructed that it is *impossible* to mar or scratch any kind of a floor, whether it be Hardwood Finish, Painted or covered with Oil-Cloth or Linoieum, this can not be said about any other mop.

SECOND—By changing the cloth it can be used to wipe the dust from walls or ceilings with perfect safety as regards scratching or marking the finest painted or papered ceiling or wall.

THIRD—It is reversible, that is, the mop can be turned over when using, without any disadvantage.

FOURTH—Its lightness, strength and durability will appeal to the user, being made of one piece of No. 9 Coppered Steel Wire, it has no spring to get out of order, no parts to become disconnected, and barring an earthquake or a fire, it will last a lifetime.

Can be safely guaranteed on "your money back" proposition by the retailer to the user, as there would be no possible chance of a woman giving it a trial and then parting with it.



*Ask our
travellers
about
them*

*and
try a
sample
dozen*

NET PRICE
\$1.25 per doz.
TO THE TRADE

Made by

NOTE—Price does
not include the
cloth.

THE THOS. DAVIDSON MFG. CO., Limited, Montreal and Winnipeg

The name "DISSTON" on a Saw, File or Tool is a cash asset for hardware merchants.

It's an assurance to the public that high merchandise standards are maintained in the store.

For seventy years we have held the foremost place in one of the world's great industries. Every month, every day, we extend and strengthen our prestige.

The dealer who neglects to take advantage of what we have done and what we are doing, lets a trade-winning, money-making opportunity slip by.

Put Disston Saws, Tools and Files in your windows and show cases.

Profit by the name and product of an industrial organization which has the standing we have in your community.

It's the modern method. It's good business.

If you are unable to obtain the Disston Brand, write us and we will see you are properly supplied.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, Pa., U.S.A.

BRANCHES:

Chicago, Cincinnati, Boston, New Orleans, Memphis, San Francisco, Seattle, Portland, Spokane, Vancouver, Toronto.

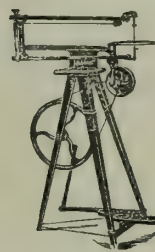
THE ALL-BRITISH FIRM

Hobbies
TRADE MARK.

We are the Famous British Manufacturers of Amateurs' Tools and the only British Manufacturers of Fretwork Accessories.

HOBBIES, LTD

WRITE FOR
CATALOGUE AND
TRADE TERMS

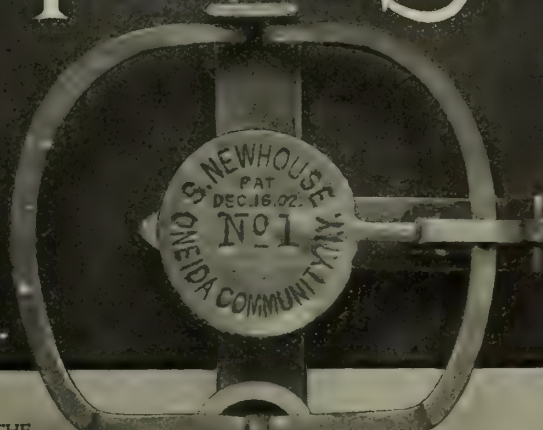


HOBBIES, LIMITED

DEREHAM,

ENGLAND

NEWHOUSE TRAPS



THE NEWHOUSE

is the best trap made.

Used by professional trappers.

Every trap warranted Sure to

Go and Sure to Hold.

Furs are bringing high prices. Trappers are planning bigger lines of traps than ever.

This year will be the largest trap year the trade has ever had. Be sure to have complete stocks this Fall. Get your share of this trade. Specify now.

ONEIDA COMMUNITY, LTD.

NIAGARA FALLS, ONT.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

Rates: 2c. per word first insertion, 1c. per word subsequent insertion, 5c. additional each insertion when box number is required.

AGENCIES WANTED

THE HOMES' HELP, No. 20 Charlotte St., Port-of-Spain, Trinidad, B.W.I., are prepared to receive consignments, also agencies throughout Canada. Correspondence solicited. (32)

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FOR SALE—B lance of Tinnars' Tools at low prices to clear quickly. Send for list. Telephone City Stoves, Ltd., Brantford, Ont. (25)

BUSINESS CHANCES

FOR SALE—Hardware—Well established hardware, stove and tinware business in one of the best districts in Saskatchewan. Stock and fixtures \$6,000. Good turnover. Reasonable rent. Apply to Merrick-Anderson Co., Winnipeg. (24)

FOR SALE—Retail hardware business in growing city of Western Ontario, or will take working partner with some money. Apply James Williams, 56 Rusholme Road, Toronto. (23tf)

HARDWARE—Old established business, good hardware, plumbing and tinsmithing trade; stock \$6,000; bargain. Box 47, Mount Forest; or W. G. Scott, 36 Queen Street East, Toronto. (25)

HARDWARE BUSINESS FOR SALE in best town in New Ontario. Apply to Wainwright & Morrison, Sudbury, Ont. (24)

HARDWARE AND TIN BUSINESS FOR SALE—Ontario town. Attractive business centre. Always strong trade conditions. Stock \$14,000. Turnover \$45,000. Terms easy. Full money payment not required. Would consider competent and desirable man for partner. Apply Box 998, **HARDWARE AND METAL**, Toronto. (24)

HARDWARE, Stove and Tinware business for sale on reasonable terms, established thirty years in a fine section of country in Western Ontario. Good village. One other opposition. Owner wishes to retire. Also the store for sale or rent. Fine stand on the corner and positively the best stand in the town. This business will stand closest inspection. Apply Box 996, **HARDWARE AND METAL**, Toronto. (25)

PLUMBING AND TINSMITHING BUSINESS in good town of Huron County. Waterworks; sewerage started. Snap for quick sale. Stock about two thousand. Address Box 999, **HARDWARE AND METAL**, Toronto. (24)

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A book-keeping staff in itself—doing the work with machine precision and accuracy, the National Cash Register. Write for demonstration literature. National Cash Register Co., 285 Yonge Street, Toronto.

ADDDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

BUSINESS MEN, professional men, merchants and church workers, find innumerable uses for Fulton Sign and Price Markers. The Fulton Rubber Type Company of Elizabeth, N.J., are makers of Ink Pads, Daters and Business Outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Toronto, Canadian Agents.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J," which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egray Register Co., Dayton, Ohio; 123 Bay St., Toronto; 253½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this Continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont. (tf)

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GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Hainer Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence.

Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Sash, Automatic Fire Shutters and Steelcore Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our Safes you can rest at ease; no fire too hot for them to withstand. Vaults and Safes to meet every possible requirement. Write for catalogue "S." Goldie & McCulloch Co., Ltd., Galt, Ont.

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CATALOGUE and Advertising Manager. First-class man with practical experience and executive ability is open to improve position. Box 997, **HARDWARE AND METAL**, Toronto. (24)

TRAVELER, who has reached limit of present position, connection with plumbers and hardware jobbers from coast to coast, open to improve position. Box 1001, **HARDWARE AND METAL**, Toronto. (26)

SITUATIONS VACANT

TINSMITH WANTED AT ONCE. A good reliable all-round man. Steady job and good wages. Married man preferred. H. Occomore & Co., Guelph, Ont. (24)

WANTED—An experienced traveling salesman, preferably with Ontario hardware and jewelry connection. Hardware and Metal assures applications will be considered confidential. Box 1003, **HARDWARE AND METAL**, Toronto. (24)

WANTED—Situation as hardware clerk. About one year's experience. References if required. Frank R. Maines, Tweed, Ont. (28)

WANTED a tinsmith for Western Town, steady job for good man. Apply Manitoba Hardware & Lumber Co., Miniota, Man. (18tf)

WANTED—Experienced hardware clerk, good stove salesman, must speak French and English. Give references, state age, experience and salary; send photo; good position to right party. Don't waste ink if you cannot fill the above requirements. The Moose Jaw Hardware Co., Ltd., Moose Jaw, Sask. (25)

WANTED—Energetic, up-to-date thoroughly posted hardware man for Manager Retail Department, general hardware, stoves, sporting goods, etc. by concern doing large general hardware, jobbing and mill supply business. Good position for the right man. Give experience, references, age and salary expected. Address Box 989, Hardware and Metal, Toronto. (19tf)



\$100.00 REWARD

To any HARDWARE DEALER who can prove that the handling of

XCELL DRY BATTERIES

NINE-LIVE AMMETERS

BATTERY CONNECTORS

was not a PROFITABLE NEW line for him.

XCELLS are fully 18% better than ANY OTHER Battery on the market. Incidentally they cost less than others.

Supply the GROWING DEMAND for Batteries; don't turn the Farmer or the passing Autoist away; keep fresh XCELLS in stock.

PROMPTEST SHIPMENTS THE DAY YOUR ORDER IS RECEIVED

XCELLS are guaranteed.

CANADIAN CARBON COMPANY, Limited

Manufacturers of the best Dry Cells in the world

12-14-16 Shuter Street

TORONTO

Roof Reasons

One reason dealers sell Genasco Ready Roofing so easily, and find it so profitable, is because its quality backs up all their selling-arguments.

Another reason is: Our persistent campaign of national advertising is constantly convincing consumers and making them "RIPE" for the dealers touch. But the biggest reason is:

Genasco Ready Roofing

is made of genuine Trinidad Lake Asphalt, and it resists and lasts longer than any other ready roofing.

It pays your customer and makes repeat orders. And that's the reason it is bound to pay you.

Write for full information and samples.



THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest manufacturers of ready roofing in the world

PHILADELPHIA

New York

San Francisco

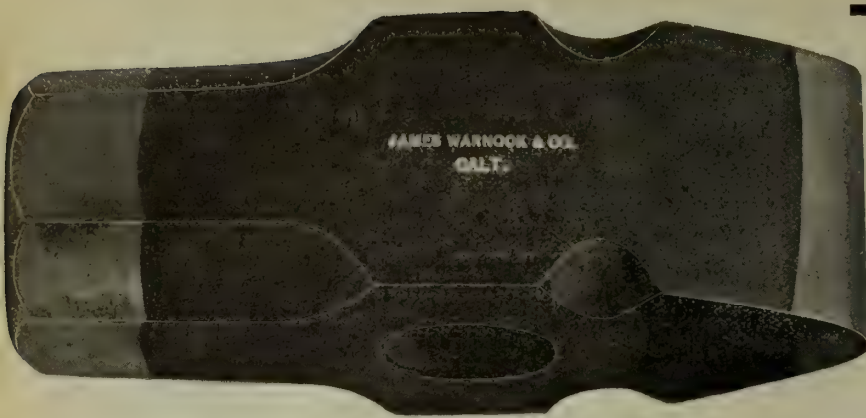
Chicago

Roofers Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebec

The KANT-LEAK KLEET saves time in applying Genasco. Makes water-tight seams and a fine finish to the roof.

Mineral or Smooth-surface Genasco Roofings
Cross-section, Genasco Smooth-surface Roofing

Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt



We are the only manufacturers of a complete line of genuine Sheffield Steel Edge and Lumbering Tools in Canada . .

Sold by all jobbers.

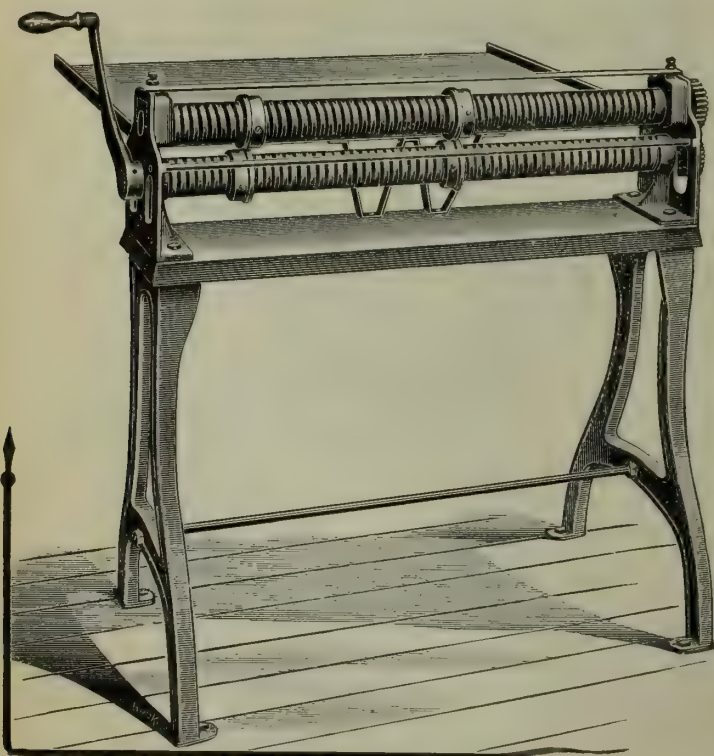
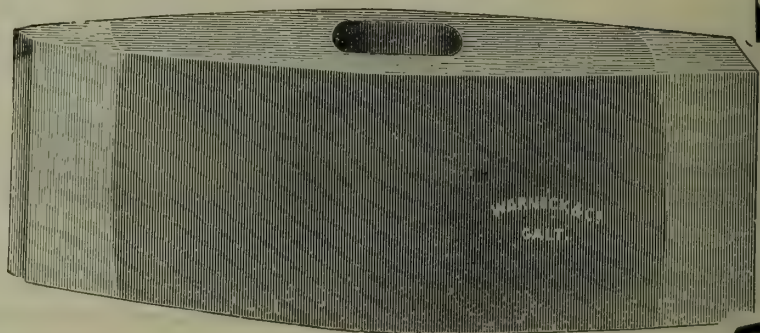
It certainly pays best to sell the Allan Hills line of

Sheffield Steel Hammers

No hammers in the world will give better service few will give as good.

**Allan Hills Edge Tool
Co., Limited**

GALT, - - - - - ONTARIO



MR. TINSMITH DON'T RUIN

your brake cutting or breaking off sheets. If you cannot afford to instal a large squaring shears just now get one of our ROTARY SPLITTING SHEARS. It will slit sheets any length, not exceeding 36" wide, 20 GAUGE and lighter. Has TWO SET CUTTERS so you can cut TWO strips at a time. The edges are left clean and straight. You will find this an ECONOMIC INVESTMENT. Order TODAY.

**Tinsmiths' Tools
Presses, Dies,
Sheet Metal Tools**

THE BROWN, BOGGS CO., Limited, Hamilton, Canada

YOUR FURNACE CUSTOMER

WILL SURELY ENQUIRE

WHAT ABOUT HUMIDITY?

He knows, and so do you, that it is a vital feature in heating. He will also know all about the "Good Cheer" Circle Waterpan—our advertising will put him wise to that.

It will be but a very lame argument that you can make in defence of that diminutive waterpan in the furnace you have been handling.

Is Humidity Necessary? Read This

EXTRACT FROM CIRCULAR NO. 20, ISSUED BY DEPARTMENT OF PUBLIC HEALTH OF PROVINCE OF NOVA SCOTIA. DR. A. P. REID, CHIEF HEALTH OFFICER:

"The air, if dryer than normal, is more avid of moisture—evaporates more water from the mucous membrane of the respiratory passages and proportionally cools the lungs too much. This causes a sense of chilliness that we try to correct by raising the surrounding temperature, and in so far we intensify the evil.

"There is a greater strain on the vital powers to overcome this abnormality with as a result a weakening of the vitality of the air passages and their greater liability to succumb to any disease-producing germ that may be present, and as these are always in evidence, as a result, we have the respiratory (house) diseases—common cold, tonsilitis, grippe, pneumonia, tuberculosis—just as the presense of these agencies predominate and the power of resistance of the individual is lowered, either by inherent or acquired weakness, or by continued exposure to the disease-producing agency.

The more I think of these conditions, the more my wonder is, not that we suffer under disease, but that we get off as well as we do.

It simply means that abnormal atmosphere very very far more than anything else is the factor in disease and death, and that the germs, microbes and all that ilk are only contributory agencies and could be left out of account if we breathed normal air.

To conceive of the large amount of water needed to satisfy the air at a moderately warm temperature, look at the gallons of water evaporated daily in every kitchen, and even there there is never too much moisture present.

There is another and a financial reason that might stimulate us to a change in our habits—a moist atmosphere does not chill the lungs and more heat being retained in the body, it requires less surrounding it, and it is safe to say that 25 per cent. of our fuel could be saved, and this with added comfort."



The "GOOD CHEER" CIRCLE WATERPAN FURNACE

ALONE CONFORMS TO THE PHYSICIAN'S
STANDARD OF HUMIDITY REQUIREMENTS

Get posted on this important subject by reading our booklet on "Humidity and Humanity"—it's yours for the asking.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

Western Branch:—156 Lombard Street, Winnipeg, Man.

DISTRIBUTING AGENCIES:—McLennan, McFeely & Co.,
Vancouver. B. C.

Wood, Vallance Hardware Co.,
Nelson, B. C.

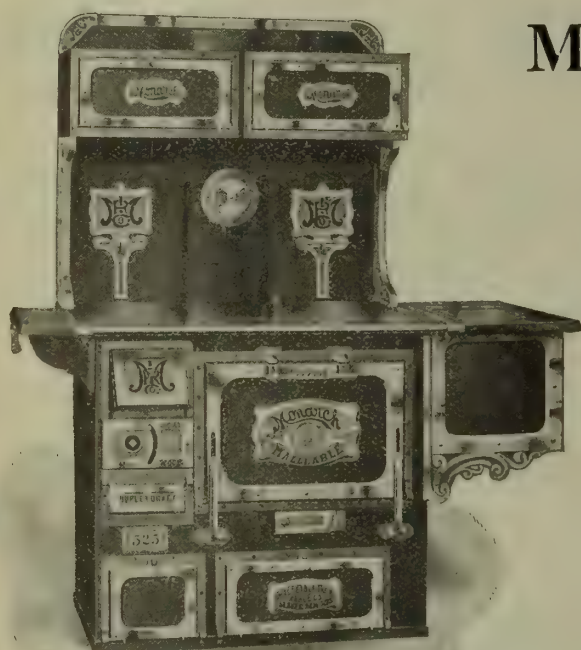
Ross Bros., Limited
Edmonton, Alta.



IMPORTANT

Announcement

MONARCH
MALLEABLE
RANGES



Now sold in
Canada
direct to
dealers.

In the seven years just past we have found that the old method of marketing through jobbers deprived the dealer of the assistance in retail sales that we are able to give him.

It did not provide a means to further develop his business, as well as our own.

For this reason we have arranged to distribute MONARCH Ranges direct to the dealers through our own representatives.

In this way we can give each customer that close intimate attention, so essential in developing his sales and protecting his profits.

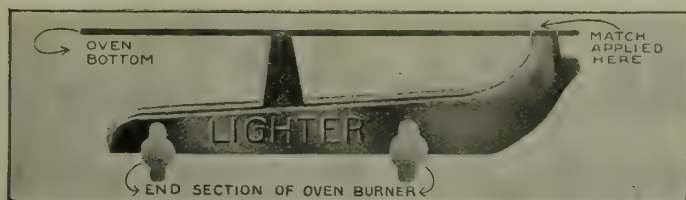
The wonderful success of MONARCH Ranges here in the States is directly the result of the assistance we give dealers in making sales to their customers.

We are now prepared to give this effective assistance to dealers in Canada. We can make prompt shipment from warehouse stock at Winnipeg to all points west.

Let us show you how you can increase your range business and get a better profit on each range sale. Write us at once for our No. 10 catalogue with prices, f.o.b. Winnipeg. We will include with the catalogue complete information concerning "Our Plan of Assistance." Address,

MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin



Hamilton Jewel Gas Ranges

Keeping Abreast with the Times



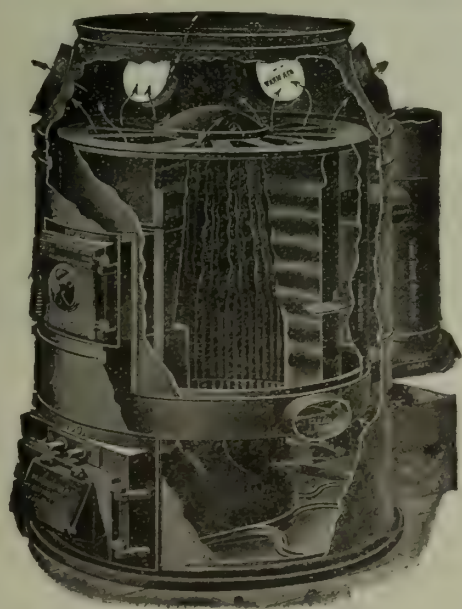
The Graves Patent Oven Lighter is a modern improvement and one of the many features that make Hamilton Jewel Gas ranges superior to others. Cast Iron Oven Bottom, Adjustable Needle Valves, Removable Burner Caps and Galvanized Dust Tray are a few features that help to make these Ranges the most up-to-date on the market.

We make ranges of every size and style. Over 100 different varieties.

Write for our 78-page illustrated gas Catalogue.

THE BURROW, STEWART & MILNE COMPANY, LIMITED
Hamilton, Toronto, Montreal, Winnipeg, Vancouver

KELSEY Corrugated Warm Air GENERATOR



SECTIONAL VIEW OF A KELSEY

A Heat Maker.

A Fuel Saver.

For Home, Church, School, Etc.

Developing a Profitable Heating Business

You can't build up a stable, reliable business by installing heaters of inferior construction which seldom give satisfaction and on which you must be The Low Bidder to secure the contract.

THE KELSEY WARM AIR GENERATOR WITH THE ZIG-ZAG HEAT TUBES

has enabled many a dealer who has been a believer in good warm air heating to build up and easily retain a profitable business.

There's no better road to success in the heating business than selling Kelseys. Kelsey heating represents the highest development in the art of fresh air heating.

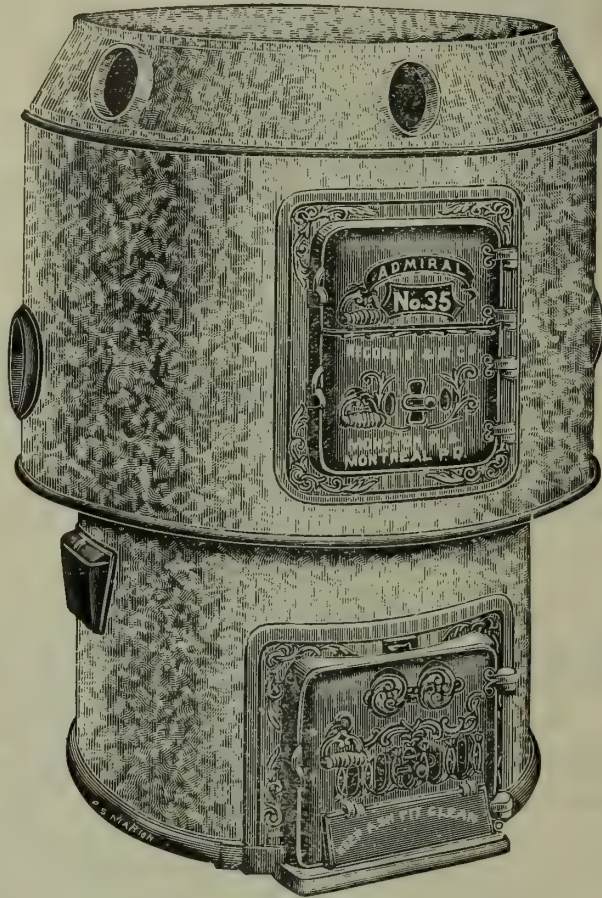
The Dealers' Opportunity

You can convince any buyer that Kelsey Heating is the best heating, and if there is no Kelsey agent in your town, you cannot afford to pass by our exclusive Kelsey agency proposition.

Send for Booklet.

The James Smart Mfg. Co., Ltd.
Winnipeg, Man. Brockville, Ont.

WHO IS TO BLAME?



NOT US

If you cannot
make a profit on
the **STOVES**
and
FURNACES
YOU ARE
NOW SELLING



SELL THE RECORD GOODS IN
STOVES, RANGES and FURNACES and
you will be in the PROFIT CLASS OF
DEALERS. WE stand behind all the
RECORD products with OUR GUAR-
ANTEE.

OUR RECORD RANGE and OUR
ADMIRAL or CALORIFIC FURNACES
always give SATISFACTION and MAKE
A PROFIT FOR THE DEALER.

WE HAVE HEATERS and cook stoves in amazing variety. We have farmers' boilers, country house heaters and what not. Let us send our catalogues. WE have them to suit all climates and all the peculiar communities.

PRICES THAT WILL INTEREST YOU.

The Record Foundry & Machine Co., Limited

Factories: MONTREAL AND MONCTON, N.B.

Sales Agencies and Stock at Toronto, Winnipeg, Calgary, Vancouver and St. John's, Nfd.

To the Manufacturer or Wholesaler—

If it were possible to employ a traveller who could call on 7,000 of the best dealers all through Canada every week, what salary would you figure he'd be worth—even supposing he did nothing more than go in and shake hands with these dealers, under such circumstances they'd be glad to see him.

Would he be worth \$200, \$300 or \$500 per week? Many a house would pretty nearly let him fix his own salary.

Equip an advertisement in the Canadian Grocer with a verbal handshake for every dealer in Canada, and a frank, brief, pointed talk about your goods and you add a traveller to your staff who will make 7,000 calls a week for you at a salary of \$4 to \$8 a week—less than you would pay a first-class stenographer.

Of course this traveller won't displace any of your regular salesmen, but he will help them to sell more goods and open up more new accounts.

The Goods That Have Made Good
Because They are Well Made.

ST. MARYS WOOD SPECIALTY CO.
HOCKEY STICK SPECIALISTS HANDLES FOR AXES. PICKS.
HAMMERS. MINERS ETC

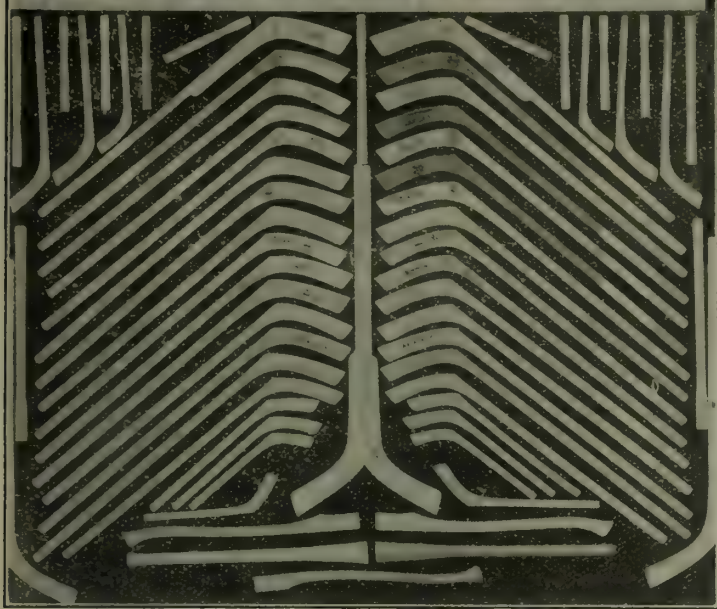


Exhibit at the Ontario Retail Hardware Association Convention held in London, 1910.

Write for latest Price List. Just issued.

Factory and Head Office, - - ST. MARYS, ONT.

COLONIAL GAS COMBINATION

THREE COMPLETE STOVES IN ONE

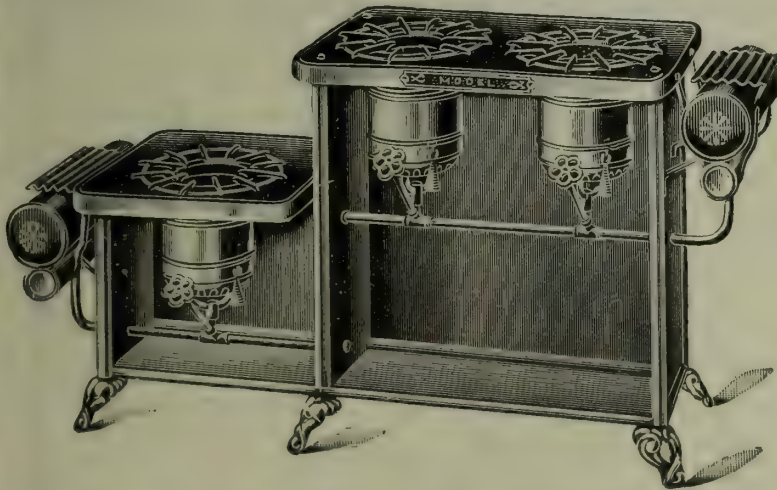


COAL, WOOD, GAS

Occupying the same space as the ordinary coal range. All may be operated at the same time with absolute safety. Satisfaction guaranteed.

Send for Descriptive Circular.

THE PERCIVAL PLOW & STOVE CO., LIMITED
MERRICKVILLE, ONT.



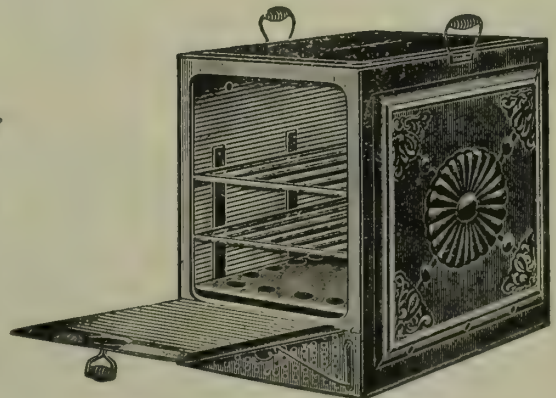
The "Model" Oil Stove and "Model" Oven are inseparable—they form a part of every kitchen equipment.

Are they on your floor? If not, how can you satisfactorily meet the demands of the Oil Stove and Oven business?

What quantity will you have?

"MODEL" WICKLESS

Blue Flame Oil Stove



"MODEL" KNOCK-DOWN OVEN

McCLARY'S

LONDON
MONTREAL

TORONTO
WINNIPEG

VANCOUVER
HAMILTON

CALGARY

ST. JOHN, N. B.
SASKATOON



The Moorish Side wall Register.

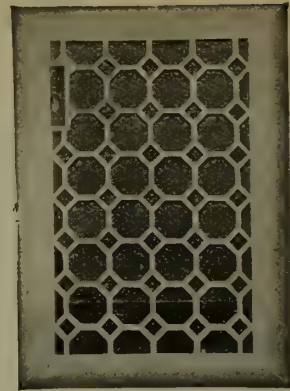
The Bull's Eye of Perfection

REGISTERS, FACES BORDERS

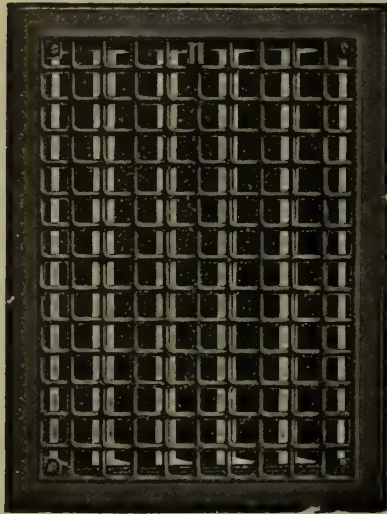
"Made in Canada" Our new plant
is in full working order making
all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company
Bridgeburg - - - Ontario



The New Convex Reversible Wafer



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

Get our Catalogue.

The HART & COOLEY CO.

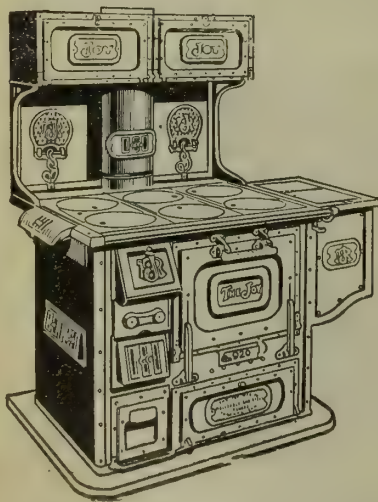
Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary



The Joy Malleable



Is the most perfectly constructed
malleable range on the market.

You'll say so yourself when you have examined it and compared it
with other malleable ranges. It is warranted not to warp, crack
or break. We are ready to ship promptly these sizes:

No. 8, 18, Square and High Closet

No. 8, 18, Reservoir and High Closet

No. 9, 26, Square and High Closet

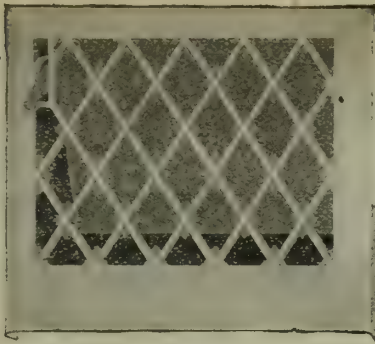
No. 9, 26, Reservoir and Closet

Stocks carried in Toronto, Winnipeg and Vancouver.

The CANADIAN HEATING & VENTILATING CO.
Owen Sound, Ontario LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
M. C. Drew & Son, Vancouver, B.C.

Are You Handling



IMPERIAL

"T & B"
**Registers,
Ventilators
and Grilles?**

They are very widely known because of their artistic design, excellence of finish, and quality of materials, and their price is no greater than other makes. Leading architects specify "T and B" or equal make, a sure proof of the merit of "T and B" goods.

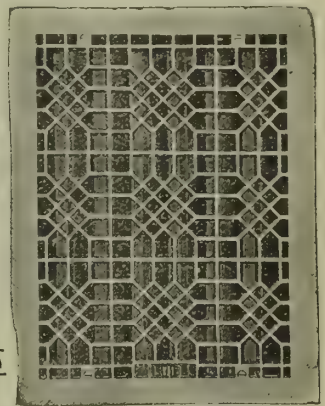
*It pays to handle Quality Goods!
Send for illustrated catalogue.*

**TUTTLE & BAILEY MFG. CO.
OF CANADA, LIMITED**

BRIDGEBURG, - - - ONTARIO, Can.



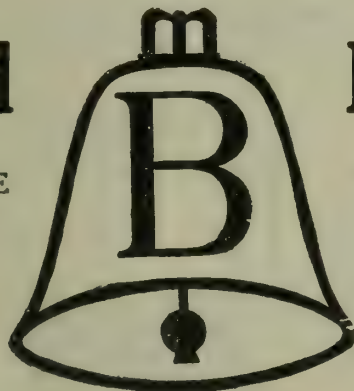
WROUGHT STEEL



SEMI-STEEL, IND. LAT.

Bell Brand

TRADE



REGISTERED

Horseshoes

MARK

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	-	BELLEVILLE
Toronto Bolt and Forging Company, Limited	-	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited	-	GANANOQUE
Brantford Screw Company, Limited	-	BRANTFORD

Head Office

TORONTO, ONTARIO

Black Sheets

ALL GRADES

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Business Getters for Tinsmiths

Are there any defective chimneys in your locality?
Then it is your chance to get business.

THE ZEPHYR VENTILATOR



saves the expense of building a high chimney.

It is so constructed as to guarantee a perfect draft and therefore, easy combustion.

By using the Zephyr, it is possible to burn soft coal with the best results.

The smoke is easily drawn off, enabling an even heat to be generated.

The ZEPHYR is strongly put up and will resist any storm.

ST. JOSEPH COLLEGE

MONTREAL, April 25th, 1901

J. W. HARRIS MFG. CO., LTD., Montreal.

GENTLEMEN:

The undersigned certify that the "J. W. Harris Rotary Ventilators" put up on their St. Joseph College do all they claim for them in every respect.

A. MAURELIUS, Director

WE MANUFACTURE AND GUARANTEE

The Harris Filter The Zephyr Ventilator
The Aeolian Ventilator Expansion Conductor Pipe

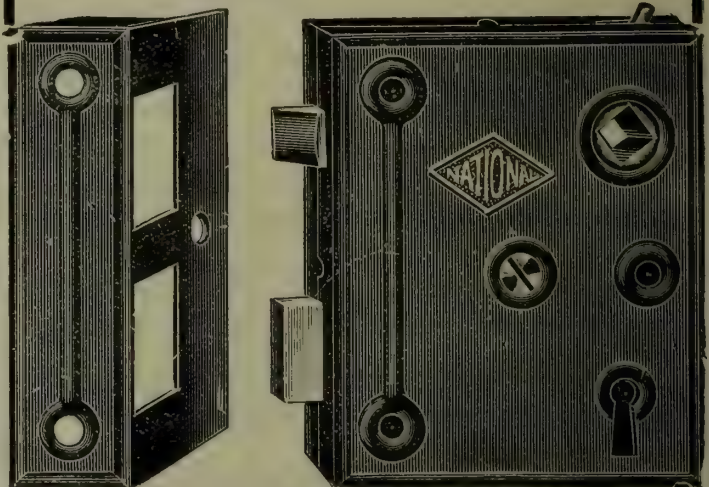
The J. W. Harris Mfg. Co., Ltd.
CONTRACTORS
Montreal

OUR BEST BUILDERS USE ONLY

Steel Rim Locks

and the strongest, safest and most durable
Steel Rim Locks are

NATIONAL BRAND



Order from your Jobber

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

ASK FOR

GILBERTSON'S

**COMET
Galvanized Sheets**

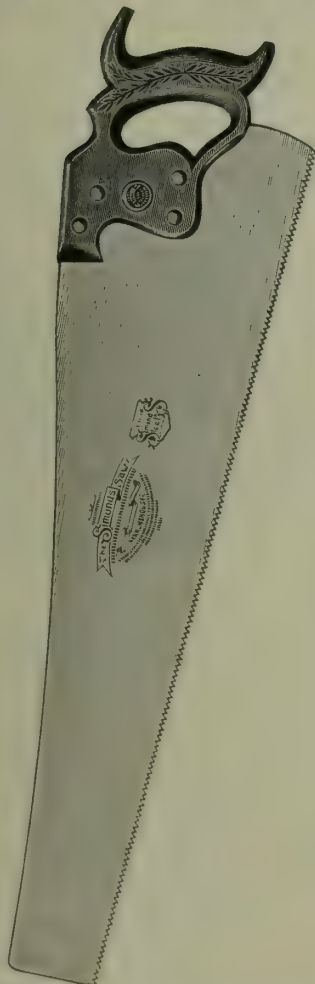
None better or more reasonable in price

Makers **W. GILBERTSON & CO., LTD.,**
Pontaraawe, South Wales

Sole Canadian Agent

ALEXANDER GIBB,
13 St. John St. MONTREAL

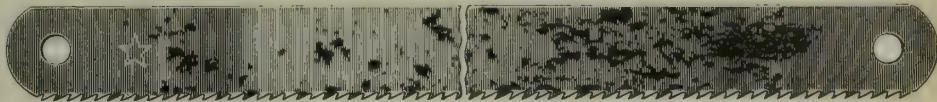
SIMONDS



There is no saw made that has a more complete guarantee of quality than the SIMONDS. Every Dealer and Jobber should have our Catalogue and discounts.

Simonds Mfg. Co.
FITCHBURG, - MASS.
Branches throughout the United States and Canada.

When the Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices? Our new list on this line is

\$3.50	3.75	4.00	4.50	5.00	5.50	6.00	per gross
6	7	8	9	10	11	12	inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

MILLERS FALLS COMPANY 28 WARREN STREET
NEW YORK, N.Y.

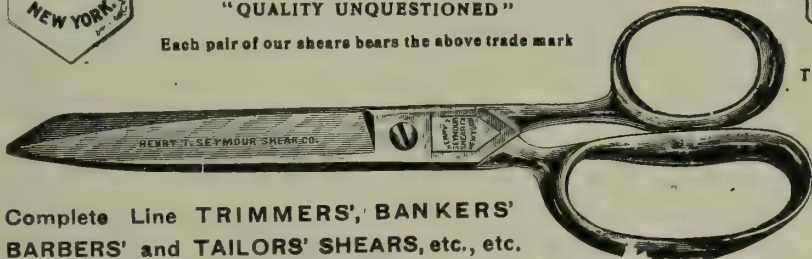


SEYMOUR SHEARS

have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



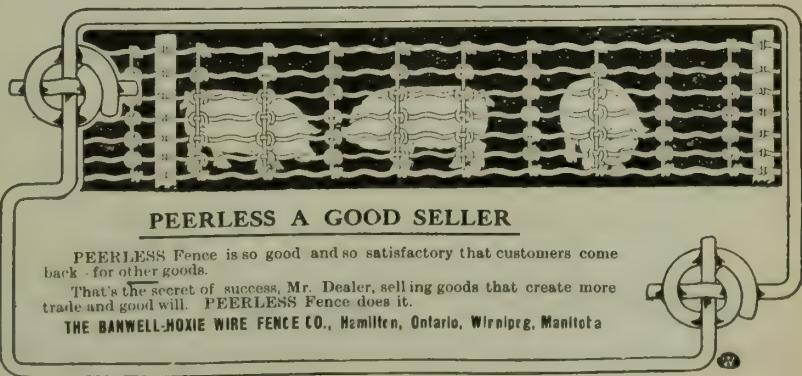
TRADE MARK

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILGER, LIMITED, NEW YORK Agents

Latest catalog will be sent in exchange for your business card.



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come back - for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more trade and good will. PEERLESS Fence does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON, & SON, Canadian Agents, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

CLIPPERS.

PRIEST'S CLIPPERS

THAT'S SUFFICIENT.
 SEND FOR CATALOGUE TO
 American Shearer Mfg. Co., Nashua, N.H., USA
 Webush & Hilger, Limited, special New York
 Representatives, 106-110 Lafayette Street

EMERY WHEELS.


Canadian Hart Wheels
 442 Barton St. East, Hamilton
 Corundum and Emery Wheels
 Grinding Machines, Beaver
 Oil Stones.


FILTERS.

Anti-Splash Tap Filters
 The "Galvo" Filter and Water Steriliser
 "Perfection" Fire Extinguishers
 There's good money in them for hardware dealers.
 Write for Prices.
The Anti-Splash Filter Co.
 OWEN SOUND - - - ONTARIO

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring
 Will close a door silently against any pressure of wind
 Has many working advantages over the ordinary spring
 and has twice the wear. In use throughout Great Britain
 and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
 Hospital St. - - - - Birmingham

GLASS CUTTERS.


Barrett's Standard Glass Cutters
 in 22 different styles.
 Order from your jobber or write direct.
W. L. Barrett, Mfr., Bristol, Conn.

*Are you interested in any of the
 lines that are advertised?
 A Post Card will bring you price
 list and full information.
 Don't forget to mention Hard-
 ware and Metal.*

Birkmyre's Waterproof Horse Covers
 SOLE MANUFACTURERS
 The Gourock Ropework Export Co., Limited
 (of Scotland)
 Montreal, 26-30 St. Peter St.
 Winnipeg; 132-134 Portage Ave., East

MALLEABLE IRON.

Malleable Iron Castings
 Carriage and Agricultural Castings,
 Axle Nuts, etc., etc.
 Manufactured by
P. KYLE, Merrickville, Ontario
 Catalogue furnished on application

MANUFACTURERS' AGENTS.

CLARE, LITTLE & CO.
 WESTERN DISTRIBUTORS
 Wholesale Commission Merchants and Manufac-
 turers' Agents. Cars Distributed. Warehoused
 and Forwarded. Warehouse on Trans-
 fer Track. Business solicited.
 OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

ALEXANDER GIBB
 Manufacturers' Agent and Metal Broker,
 13 St. John Street, Montreal
 ———
 Representing Canadian, British and American
 Manufacturers. Correspondence invited from
 firms wishing to be represented.

THOS. SONNE, SR.
 Manufacturer of
 Awnings, Tents, Sails, and Flags of all Nations, Waggon
 Covers, Horse Covers, Inside Spring Roller Shades,
 Coal Bags, all kinds of Tents on Hire, Tarpaulins and
 Oil-Skin Clothing, Hoist Ropes fitted up at shortest
 notice.
 193 Commissioners Street
 Phone M. 1161 (Cor. of St. Sulpice St.) MONTREAL

J. M. KAINS & CO.
 MANUFACTURERS' AGENT
 83 Pender Street W., VANCOUVER, B.C.
 Open to represent a first-class Hardware
 Specialty. Highest References.

MANUFACTURERS' AGENTS.

T. W. HEMPHILL & CO.,
 Manufacturers' Agents
 Building Supplies and Building Hardware
 831 Powell St. VANCOUVER, B.C.
 Correspondence Solicited. Highest References

We have competent Salesmen.
 Best Facilities for Distributing and Storage
M. B. ANTHONY & CO.
 MANUFACTURERS' AGENTS
 503 Mercantile Bldg. VANCOUVER, B.C.
 Correspondence solicited.

THOMPSON & GUNN
 333 Gore Avenue, VANCOUVER, B.C.
 Famous "RELIANCE" Hot Water BOILERS
 and "IDEAL" Hot Air FURNACES
 MODERN "ALASKA" STEEL RANGES
 Cooking and Heating Stoves
 WRITE FOR PRICES

P. R. CUMMING
 Manufacturers' Agent
 Hardware, Hardware Specialties
 Housefurnishings, Woodenware, Etc.
 Car Shipments a Specialty
 Correspondence Solicited
 347 Pender St. W. - VANCOUVER, B.C.

Established 1880
NEITHER FICTITIOUS NOR EXORBITANT
 ORDER AND USE
LANGWELL'S BABBITT
GEORGE LANGWELL & SON, Makers, MONTREAL

JAMES PENDER & CO., Ltd.
 ST. JOHN, N.B.
 Manufacturers of
 "ACME" Coated Wire Box Nails, and
 Galvanized Wire Nails, also "STANDARD"
 Toe Calks—Blunt and Sharp
 Horse Shoe Nails, Etc.
 Best in Canada

NAILS.

HARDWARE AND METAL.

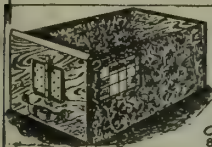
RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BOXES.

Goods Well Displayed are Half Sold!

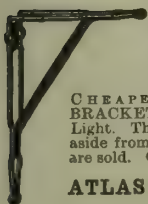


The most attractive, most durable and most serviceable shelf box on the market is the

**BENNETT STEEL
HARDWARE SHELF BOX**

Saves 20% Shelf Room
over wooden boxes

Write for Catalogue and Price List.
CAMERON and CAMPBELL
63 Richmond St. W. Toronto.



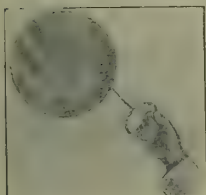
Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING

CHEAPER than the BRADLEY STEEL BRACKET. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN

EMERY WHEELS.



Hardwaremen, sell you Cheese Factory a set of our patent Steel-tinned followers, they take the place of the dirty wooden followers. Ours are more sanitary, will not warp and will wear out a dozen of the wooden kind.

JAMES & REID
Sole Owners & Manufacturers
Perth, Ontario

SNAPS.

COVERT MFG. CO.
TROY, N.Y.

Chains
Halters
Horse Ties
Snaps of
all kinds
Jacks



Square
Brand
of
Harness
Hard-ware

Look for
this Trade Mark
on all Genuine Covert Goods

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.

Our New Phone No. Main 7930

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruits, vegetables, disinfectants.

SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. TORONTO.

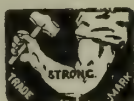
STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop Iron, Transfers, "Decalcomaine," Lithographed Metal Signs and Boxes.

TOOLS.



ARMSTRONG PLANER TOOLS
Are ALWAYS ready for use

7 Sizes. Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave. Chicago, U.S.A.

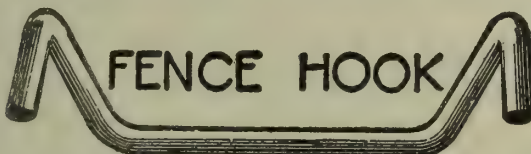
ONE

with an assortment
of Cutters

**EQUALS A DOZEN
FORGED TOOLS.**



GALVANIZED FENCE HOOK



The Western Wire and Nail Co., Limited.

London, Ont.

For Fastening Wooden Pickets on Wire Fences

WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED, CLOTHES
LINE WIRE, STAPLES, etc.

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in Glass, Hardware and Painters' Supplies.

VENTILATORS.



Ventilators and Chimney Cows
My patent rotary ventilator is backed by a guarantee. It is the best ventilator on the market. Write for particulars, handsome booklets of testimonials and information mailed free.

GEO. D. PEARSON & CO.
Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS
from

CANADIAN SALES & MFG. CO.

Office: 250 Lemoine Street
MONTREAL

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

The Toronto Plate Glass Importing Co., Limited

(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS

Works: Don Speedway, also Victoria St.,

TORONTO

If you don't carry STEAM GOODS as a staple line you occasionally have enquiry for something of the kind. When asked for an Injector, Valve, an Inspirator, or any other article of the kind, REMEMBER that we have the goods, so well known for their high EFFICIENCY, DURABILITY and SIMPLICITY.



The Genuine Hancock Inspirator

The Hancock Inspirator is a double tube boiler feeder requiring no adjustment under varying steam pressures



The J.M.T. Valve

The J.M.T. Injector operates under the widest range of steam pressure.



The J.M.T. Injector

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, TORONTO

Did You Say Woven Field Fence?

IF SO

“Dominion Special”

“The Landmark of the future”

IS THE RIGHT ONE TO BUY.

WHY? Because it is the Best. “Use it once---you buy it always.”

THIS MARK IS A



GUARANTEE OF QUALITY.

We would also solicit your orders for Wood Screws, Cotter Pins, Galvanized Telegraph Wire, Barrel Hoops, Bright Wire Goods, etc., etc.

DOMINION WIRE MANUFACTURING CO., Limited
MONTREAL - Established 1880 - TORONTO



Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

"Klondike" and "Jubilee"

Manufactured by

Stevens-Hepner Co., Limited

Port Elgin, Ontario, Canada

TAKE ADVANTAGE OF OUR OFFER!

We are offering at the present moment the greatest proposition ever accorded a dealer by a manufacturer. We are making this offer to thousands of dealers throughout Canada and the States. All we want you to do is to stock a line of

Star Expansion Bolts

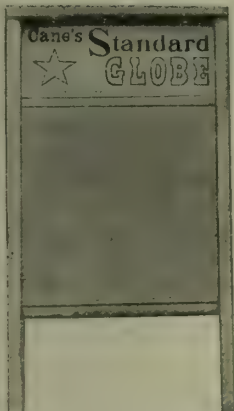
at absolutely no cost to yourself. You don't have to invest one red cent. **STAR EXPANSION BOLTS** are absolutely the best sellers on the market. Don't miss this opportunity to double your profits.

Write **TO-DAY** for that dealer's proposition, Catalogue 36 and free samples.

Star Expansion Bolt Co.

Catalogue Department 36

147 - 149 Cedar St., - New York City



It Pays To Sell Cane's Washboards

because they are the best-made washboards on the market and are as good as washboards can possibly be made.

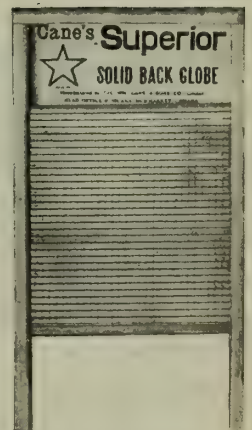
Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

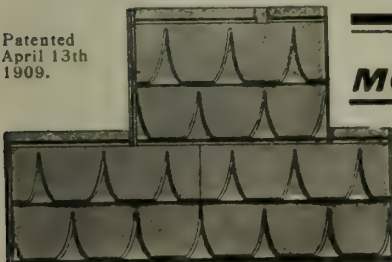
Ask Your Jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Ltd.

NEWMARKET, ONT.



Patented
April 13th
1909.



MONEY SAVED by using the fastest laid shingle on the market. The only shingle which has free, open side gutter with the nailing flange is the

"Crown" Patent Lock Shingle

It is made of the best galvanized iron, and won't rot like wood or crack like slate; never leaks; locks perfectly top and bottom and never needs repairs.

We want a live agent in every city and town to push this rapid-selling and profitable shingle.

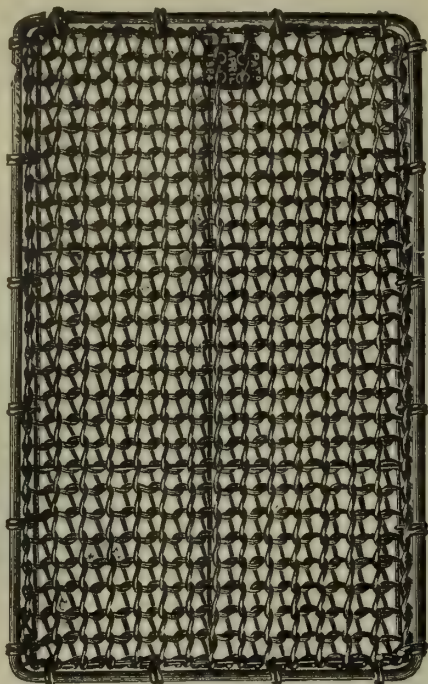
Write for Catalogue, Price List and Free Samples

McFARLANE & DOUGLAS, Limited

:

:

Ottawa, Canada



Improved Reversible Steel Wire Door Mat

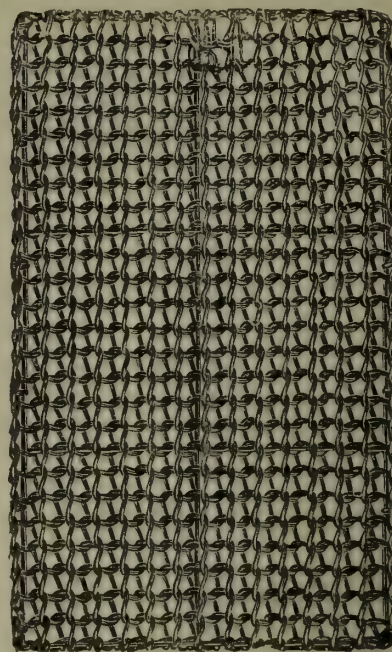
The Hall-Mark of Quality

has been indelibly stamped on
every one of

Greening's Door Mats

and they owe their popularity to
their undoubted efficiency.

The interlocked Wire Bordered
Mats have all the good points of
the Standard Iron Frames with the
added advantages of being flexible
and cheaper. All our mats are
reversible. Here's a line that's
always in demand and very profit-
able to handle. See to your stocks,
and specify Greening's when next
ordering from your jobber.



Interlocked Wire Bordered Mat

To Satisfy the Demand for a Cheaper Mat get particulars of our "Simplex."

THE B. GREENING WIRE CO., LTD.

HAMILTON, ONT.

::

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MONTREAL, QUE.

"SAFE LOCK" Fence

Every farmer in your vicinity is inter-
ested in, and a buyer of more or less
Woven Wire Fencing. No doubt you
want his trade, and to secure and hold
it you must be prepared to supply his
needs. Your competitor is or soon
will be.

Our "SAFE-LOCK" Fence is without
exception the strongest fence made.
We manufacture it in both heavy and
medium weights, and if you want an
agency, write us for particulars. Will
be glad to mail you wholesale list and
discounts on request.

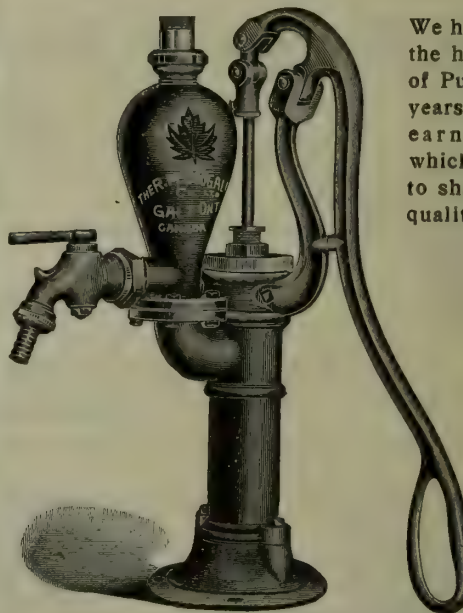
THE OWEN SOUND WIRE FENCE CO., Limited

OWEN SOUND, ONT.

BRANDON SAFE-LOCK FENCE CO.

BRANDON

MAN.



We have been making
the hard-to-beat kind
of Pumps for many
years and are daily
earning something
which we are anxious
to share with you in
quality of our goods.

McDougall
Pumps are
Standard,
have been
and will be
Standard if
honest atten-
tion to detail
has the usual
reward.

Always remember that "Aremacdee" is a
guarantee of all that is latest and best,
and catalogue explains.

The R. McDOUGALL CO.

Galt, Canada.

LIMITED

A Sure Winner

and the best washing machine on the market is the

CONNOR HIGH SPEED WASHER

Some of the features which particularly recommend it are :---

It has fly-wheel under tub and turns on double ball-bearings. Handle is adjustable.

The only machine with foot attachment. All cog gearing is protected, making it accident proof. Will wash clothes cleaner and with less effort than any other washer.

A Great Family Favorite
Send for Catalogue

J. H. Connor & Son, Ltd.
OTTAWA, - - CANADA.



We make a complete line—

You are headquarters for a complete line of roofing goods when you are the Brantford Roofing agent.

You have a *smooth* surface roofing, a *silicia*-finish roofing, a *mineral* surface roofing, to show your prospective customer Every roofing requirement can be satisfied in the Brantford line. No sales should get by you in that respect.

Each style has the quality that has made

“Brantford” **“Roofing”**

famous from coast to coast. Pure wool felt foundation—99 per cent. pure Asphalt saturation. Brantford Roofing is the kind of roofing you can enthusiastically recommend and feel certain it will always make good.

Write for our catalog at once.

Brantford Roofing Co., Ltd.
BRANTFORD, CANADA

Montreal Branch: 9 Place D'Youville.
Winnipeg Agents: General Supply Co. of Canada, Ltd

SPRINKLERS

GALVANIZED, JAPANNED OR PLAIN

Our Sprinklers are made to withstand rough usage. The spout is seamed on to the body, the handle is riveted on and the top is special reinforced.



We can supply them either plain, japanned or galvanized. They are made with cleanable zinc roses and are supplied in sizes from 1 to 20 quarts.

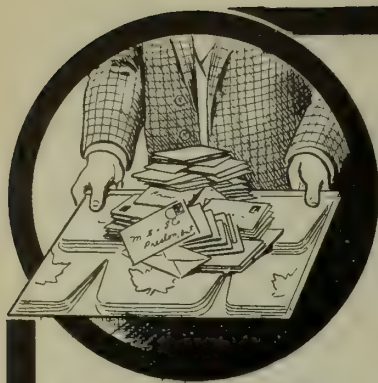
Order from **McCLARY'S**

LONDON
MONTREAL

TORONTO
WINNIPEG

VANCOUVER
HAMILTON

ST. JOHN, N.B.
CALGARY



The Mails are bringing us
record-breaking orders for

PRESTON SAFE-LOCK SHINGLES

PRESTON Safe-Lock Shingles are made and galvanized according to British Government specifications. They are safe-locked on all four sides. Wind, lightning, fire, rain, snow and moisture proof. Unaffected by strains caused by shrinking of sheeting or settling of building. : : : : :

Business is good with us. How is it with you? Are you getting your slice of the steel shingle trade? If you are not, it would be a good plan to write us at once about securing an agency for PRESTON Safe-Lock Steel Shingles. PRESTON Shingles are a profitable line to handle. The demand is already very large, and is becoming greater every day.

This is our growing time. Why not grow with us?

Metal Shingle and Siding Co., Ltd.
Preston, Ontario

Branch Office and Factory,
MONTREAL, QUE.

HARDWARE MEN

If you stock a
line of
Babbitt Metal
make your
next order read



HARRIS
HEAVY
PRESSURE
BEARING
METAL

Nothing to equal it on the market.
Sold by leading hardware houses all over the Dominion.

MANUFACTURED AND GUARANTEED BY

The Canada Metal Company, Limited - - **Toronto**



A STRONG-SELLING and SEASONABLE LINE

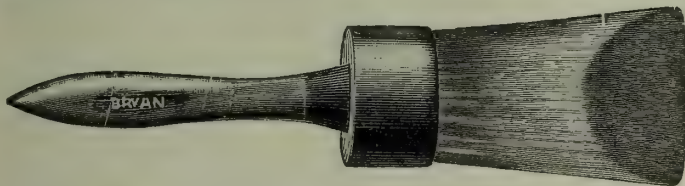
Put up in half-dozen lots, in white satin-lined boxes. The cut shows the plain 12-dwt. quality Fruit Knife, a good line to handle just now with profit. Write for our catalogue.

McGLASHAN, CLARKE CO., Limited, Niagara Falls, Canada

AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que.

DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

N. F. GUNDY, 61 Albert St., Toronto, Ont



You can rely on doing a steady and profitable trade if you are handling

BRYAN'S

Brushes, Brooms and Woodenware?

You'll have no fear on the score of quality if you are handling Bryan's. Send for prices.

Illustrated catalogue sent upon request from responsible dealers.

Thomas Bryan, Limited, London, Canada

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton

Simonds "Crescent Ground" Cross-Cut Saws



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd.

Montreal, P.Q., Vancouver, B.C., St. John, N.B.

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy

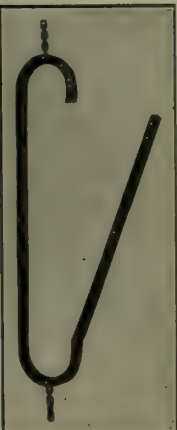
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order
Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices
and discounts.

W. D. BEATH & SON, Limited

TORONTO
Canada



Patent Pending
OPEN



Patent Pending
CLOSED



Montreal Branch

Southam Limited
PUBLISHERS AND PRINTERS

LOST and delayed shipments are few when linen tags are used.

The elements do not affect them, and they remain attached to the article until delivered.

For shipping metals, castings and other heavy merchandise they are unsurpassed.

Made in two grades, with or without metal eyelets.

A post card will bring you samples.

Tickets—Tags—Labels—General Printing
Color Printing—Embossing and Folding Boxes

Hamilton — Toronto — Montreal — Ottawa — Calgary

Shrewd Dealers Select Good Profit Makers and Thus They Succeed

OUR VARIOUS LINES ARE BACKED BY OUR GUARANTEE. WE WANT YOUR CO-OPERATION. WHY NOT MEET US ON A TRIAL ORDER?

WE REPRESENT OVER TWENTY HIGH GRADE BRITISH MANUFACTURERS.

WE ARE specializing on some of the products of the ETNA LIGHT & HEATING CO., of Birmingham. This special new GRIP HOLDER for shades (gas or electric) is of the inverted style; does not require screws or any other fastener, but its own well-made grip. Look into this holder, you will get ahead of the TRADE by communicating at once. THERE IS NO OTHER LIKE IT.

THEN OUR PATENT SOLDERING IRON is a strong seller. It too is different and will satisfy as well as create customers, for us and you.

An excellent line too is that of the TITANIC PAINT CO., of BIRMINGHAM. This paint will suit ANY CLIMATE and is especially suited for IRON, WOOD, STONE and CEMENT.

RANDALL BROS.' ENAMEL PAINT HAS A COVERING CAPACITY unequalled in the world. Write for booklet. It's new.

GET particulars about our sanitary fittings; cast iron water pipes by Watson, Gow & Co., Glasgow; ROOFING, glazed wall tiles and external terra cotta, stable fittings. OUR PATENT CHIMNEY POT which prevents absolutely any DOWN DRAFT. SOLD TO THE GOVERNMENT AT OTTAWA and used in the ROYAL PALACES OF BRITAIN.

Prices will interest you.

The International Supply Company,
140 MANSFIELD STREET, MONTREAL

*Why Buy the "Near Quality" when
the Best is Procurable?*

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

**GERMANTOWN
LAMPBLACK**

**IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS**

Sold by all dealers who realize that a satisfied customer is
worth more than a little extra profit on a less reliable article.



The L. MARTIN CO.

Manufacturers of the
Highest Standard Lampblacks
for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

MADE IN CANADA

SUPERFINE LINEN RECORD

Perfect conditions of manufacture have
been largely responsible for the
excellence of

Superfine Linen Record

Made in all Weights and Sizes

WHITE, AZURE and BUFF

SAMPLES FURNISHED ON REQUEST

THE ROLLAND PAPER COMPANY, LIMITED

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
ST. Jerome, P.Q.

Here you are, Gentlemen ATKINS Sterling SAWS

The Finest Manufacturers' Brand

Made for the best
mechanics who are
willing to pay a fair
price for the best
tools.



**We Help You
to Sell**

Send your order to your
jobber. If he won't supply
you, then write to us.

E. C. Atkins & Co., Inc.

Makers of Sterling Saws

Hamilton

Ontario

Tobin Simplex Guns

NOTED FOR
Fine Finish and
Excellent Shooting
Qualities.

**There's solid satisfaction in
selling a GUARANTEED ARTICLE!**

We authorize dealers to guarantee
every TOBIN GUN they sell; we will
endorse their guarantee and are right
here to "make good."



We make a feature

and are the originators of simple construction in Hammerless
Guns. That our ideas have been freely copied is proof positive of
their excellence. Made in Canada. :: :: :: :: ::

Here's a paying proposition no hardwareman can afford to miss. Send
for catalogue "H" and further details. :: :: :: :: ::

TOBIN ARMS MFG. CO., LTD.

WOODSTOCK, :: :: :: ONT.

**Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information.
Don't forget to mention Hardware and Metal.**

THE OPPORTUNE MOMENT

"If your tailor should call on you just when you had decided that your clothes looked shabby, he would have an extra good chance of an order; if a book agent should offer you a pocket dictionary, just at a moment when you were wondering how to spell 'embarrassment,' he would probably land you.

"The best time to put your claims before a consumer is when his mind is already interested in the subject,"

Clerks and Hardware Dealers read Hardware and Metal each week looking for just such opportunities and business chances as you have to offer. If you have any proposition for men in the Hardware business try a "Want Ad." and you will be surprised at the results.

Rates 2c. per word for first inser'n
1c. " " subsequent "
5c. additional each insertion
for box number.

HAVE A PLAN. The man who is satisfied with what comes to him unsolicited answers few knocks at the door. The stay-at-home misses daily opportunities that pass at the next corner. Get away from the desk—get out of the chair-tilting class. Opportunities are in perpetual motion. Get after them. Lay out a plan, a campaign for new business—then go after it. Exhaust every source, swing every prospect into line. Don't be satisfied with the business that you have—get more.—System.

Results Count

The P. Hymmen Co., Berlin, inserted condensed ad. in our issue of January 9, 1910, offering Wood Furnace and Cornice Brake for sale. On January 12, 1910, they wrote us they had sold the wood furnace directly through advertisement.

**If Your Proposition Interests
Hardware Men, Try a Want
Ad. in Hardware and Metal**

RATES:

2c. per word first insertion.

1c. per word subsequent insertion.

5c. additional each insertion when box number is required.

T QUALITY **A** FINISH **C** VALUE **K** SATISFACTION **S**

The Four Commercial Leaders

1-oz. 1½-oz. 2-oz. 2½-oz. 3-oz. 4-oz. 6-oz. 8-oz. 10-oz. 12-oz. 14-oz. 16-oz. 18-oz. 20-oz. 22-oz. 24-oz.



"NEEDLE"
POINTS

"NEEDLE"
POINTS

Supplied both in papers
and bulk.

American Blue or Tinned Wire Carpet Tacks

Unique, **WHY?** because no other tack on the market can claim to have a perfectly round, clean pressed head, with absolutely cylindrically shaped shanks and needle points, having no troublesome projections or superfluous metal to injure the frailest fabrics; all these features are coated with a superior quality of blueing, which makes them a presentable article for special attention of hardware purchasers.

Stocked by leading wholesale hardware dealers.



Kegs packed in gross or half-gross display cases.

United States Steel Products Export Co., Montreal, Que.

Talk Shot Shell Quality With Your Customers

This takes time but it makes a friend and an advertiser for your firm.

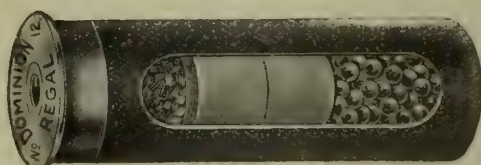
Dominion Shot Shells have the Powder and Shot load stamped on the box and on the top wad. Weigh or measure the charges and notice that you get all you pay for.

No shells are perfectly waterproof, but stand a Dominion and any other shell for three minutes in a glass of water and see which swells the least.

The days of reloading are passing, but tell your customer to examine his fired Dominion shells and notice that they are nearly as good as new.

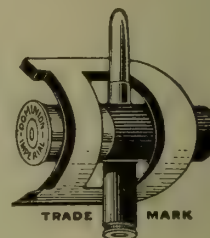
Cut open a Regal or one of the other Dominion brands and notice the quality and the amount of the wadding.

If you are interested, send for samples of visible loads and sectional shells showing the structure.



REGAL

Dominion Cartridge Co.,
Ammunition Manufacturers
Montreal, Canada



KEMP'S RAILROAD MILK CANS Iron Clad Pattern

With Drop or Stationary Malleable Iron Side Handles.

8 and 10 gallon cans supplied with either dome or seamless covers as required.

4 and 6 gallon have dome covers only.



Gallons..... 4

Prices

on

Application



6

8

10

Bodies of 4 and 6 gallon cans made of 22 gauge tinned iron, 8 and 10 gallons, 18 gauge.

KEMP MANUFACTURING COMPANY, Cor Gerrard and River Streets
 TORONTO, CANADA

THE KEMP MANUFACTURING CO. OF MONTREAL
 39 ST. ANTOINE STREET, MONTREAL, QUEBEC

THE KEMP MANUFACTURING AND METAL CO., LIMITED
 111 LOMBARD STREET, WINNIPEG, MANITOBA

Catalogue House Competition in Binder Twine

Misrepresentation in Advertising Twine to Consumer—Featured as Manilla When it is a Sisal Mixture—Manufacturers Should Protect Retail Customers or Stop Selling Through the Retail Trade

Hardware and Metal has frequently taken the position that manufacturers looking for trade from retail hardwaremen should protect their retail customers before selling to mail order houses or to consumers.

There is no question about the right of a manufacturer to sell to catalogue houses if he so desires, or of catalogue houses to take up lines of merchandise and sell upon their own terms, provided there is no resale price or other conditions stipulated in the terms of sale. Likewise there is no question about the right of manufacturers to refuse to sell to mail order concerns or departmental stores, and manufacturers who adopt resale prices and have their lines taken up by mail order houses and advertised by them at cut prices have an undoubted claim for damages because of the injury done to their business.

For the past couple of seasons a Toronto and Winnipeg catalogue house has been selling binder twine as a leader in

since the opening of the binder twine selling season, large ads. appearing in the daily and farm press, a sample of the announcement being reproduced below.

Interest excited by the advertisements has prompted many retailers to write Hardware and Metal regarding this new form of competition, exception being taken to the misrepresentation in the mail order houses advertising and its probable effect in creating suspicion amongst farmers that they are being overcharged when buying twine from hardwaremen.

As W. J. McMurtry, Galt writes: "The T. Eaton Co. are misrepresenting things when they say they are selling twine made from first quality Manilla long fiber sisal. They are trying to make the farmer believe it is Manilla when it is sisal. We do not handle any 550 foot twine, nothing but 650 foot."

Stephens & Douglas, Chatham, also feel strongly on the matter. They write:

the twine manufacturers to step in and stop such business being carried on in the future."

The Howell Hardware Company, Goderich, write: "The price named is the same as we would sell that length of twine, and we are circularizing our customers freely with literature to the effect that they can obtain of us, the best standard brands of binder-twine at 8 and 10c per lb. cash for 550 and 650 ft. twine."

M. Weichel & Son, Elmira, who handled a tons of twine last year, write: "So far the Eaton Co. have not caused us any trouble in this district as our farmers almost without exception will use nothing else but 650 foot twine. We sell 650 foot twine at 10c per pound, and have the usual number of orders as in former years. Our whole order consisted of nothing but 650 foot twine. Our opposition in the hardware business are also selling nothing but the best grade of twine."



EATON'S FARM IMPLEMENTS



"WORK WELL" DISC HARROW



Our Disc Harrow is made of the best material and is the most perfect harrow in the world. It is the only harrow that will break up the hardest soil and leave a fine seed bed. It is the only harrow that will break up the hardest soil and leave a fine seed bed. It is the only harrow that will break up the hardest soil and leave a fine seed bed.

Price delivered in Quebec and Maritime Provinces, 1910 model, \$22.00. Price delivered in Ontario, \$24.00.

OUR VALUES ARE UNSURPASSED

WE CAN SAVE YOU MONEY

Equipped with the high quality of EATON farm machinery there is another equally attractive feature—namely, our low prices. They are easily accounted for and easily understood. We have no agents' commissions to pay or no expenses of any travelling salesman to provide for. We do not take your old machinery off your hands and run the risk of making too large an allowance for it and thereby lose money. We do not sell on credit consequently we never contract bad debts. We buy in enormous quantities for spot cash, and consequently save all cash discounts. When you buy from EATON'S you reap the benefit of all these advantages as they are reflected in the low prices we quote to you.

1910 MODEL TOP BUGGY



Our 1910 Model Top Buggy is made of the best material and is the most perfect buggy in the world. It is the only buggy that will break up the hardest soil and leave a fine seed bed. It is the only buggy that will break up the hardest soil and leave a fine seed bed. It is the only buggy that will break up the hardest soil and leave a fine seed bed.

Price delivered in Quebec and Maritime Provinces, 1910 model, \$65.00. Price delivered in Ontario, \$67.00.

DIAMOND BRAND CULTEVATOR



Our Diamond Brand Cultivator is made of the best material and is the most perfect cultivator in the world. It is the only cultivator that will break up the hardest soil and leave a fine seed bed. It is the only cultivator that will break up the hardest soil and leave a fine seed bed. It is the only cultivator that will break up the hardest soil and leave a fine seed bed.

Price delivered in Quebec and Maritime Provinces, 1910 model, \$22.00. Price delivered in Ontario, \$24.00.

DIAMOND BRAND MANILLA BINDER TWINE



Our Binder Twine is made from first quality manilla and long fibre sisal, and will measure 550 ft. to the pound. It is of superior strength and will test 135 lbs. or more. It is put up in 5-lb. balls, 50 lbs. to the bale, is covered with canvas and lashed with 22 ft. good rope.

8⁰⁰ FOR 100 LBS.

DELIVERED IN ONTARIO

We guarantee Diamond Binder Twine to be proof against destruction by grasshoppers, crickets and insects of all kinds, due to a preparation to which each ball of twine is subjected. Every ball is inspected and tested. It carries an evenness throughout which makes it work easily on the machine without knotting or breaking.

8⁵⁰ FOR 100 LBS.

IN QUEBEC OR MARITIME PROVINCES

STEEL SULKY RAKE



Our Steel Sulky Rake is made of the best material and is the most perfect rake in the world. It is the only rake that will break up the hardest soil and leave a fine seed bed. It is the only rake that will break up the hardest soil and leave a fine seed bed. It is the only rake that will break up the hardest soil and leave a fine seed bed.

Price delivered in Quebec and Maritime Provinces, 1910 model, \$24.00. Price delivered in Ontario, \$26.00.

THE SCUFFLER



Our Scuffler is made of the best material and is the most perfect scuffler in the world. It is the only scuffler that will break up the hardest soil and leave a fine seed bed. It is the only scuffler that will break up the hardest soil and leave a fine seed bed. It is the only scuffler that will break up the hardest soil and leave a fine seed bed.

Price delivered in Quebec and Maritime Provinces, 1910 model, \$22.00. Price delivered in Ontario, \$24.00.

SATISFACTION GUARANTEED OR YOUR MONEY BACK

Realize what this means—consider the protection it affords. Think of its importance to you. If you are unfamiliar with EATON merchandise, EATON prices, EATON quality, EATON values, or EATON service, send us your order and take advantage of them. After you receive the goods you have 10 days to test them in every conceivable manner. While doing so ask the opinions of your family, your friends, your neighbors, and if a single person says that any article which you have purchased from the T. EATON CO. is not absolutely and positively a genuine value, send it back to us at once and we will refund your money in full, without hesitating, without quibbling, without questioning. Your word is law, your word is final. From this rule there is absolutely no exception.

WOVEN WIRE FENCE



Our Woven Wire Fence is made of the best material and is the most perfect fence in the world. It is the only fence that will break up the hardest soil and leave a fine seed bed. It is the only fence that will break up the hardest soil and leave a fine seed bed. It is the only fence that will break up the hardest soil and leave a fine seed bed.

Price delivered in Quebec and Maritime Provinces, 1910 model, \$24.00. Price delivered in Ontario, \$26.00.

THE T. EATON CO. LIMITED

TORONTO CANADA

Reproduction of Mail Order House ad. From Last Week's Issue of the Farmers' Advocate.

their recently established farm implement department. Their order last year is understood to have been 35 cars and for this season double that number. Up to this season, however, sales had been confined to Western Canada.

Views of Retailers.

Ontario hardwaremen have been interested in the active advertising campaign undertaken by the concern referred to

"We believe the Eaton Co. are not making any money on this twine, merely using it as an advertisement, but it causes the careful buyer to be suspicious that the dealer is charging him too much for good twine when we charge him a legitimate price. We are more afraid of this feeling that we are charging too much for our twine getting abroad than we are of losing any trade for this season but we think it is up to

J. R. Hambly, Barrie, writes that he has experienced greater competition this season than ever before from departmental stores, but he places the blame for the cutting in binder twine on the implement agents. He writes: "The implement men are anxious to sell their goods and will offer a farmer in many cases his twine at cost as an inducement to close a sale for machinery and in

(Continued on page 38.)

Sample Ads. Clipped from Canadian Newspapers

Hardwaremen in Some Towns Neglect Opportunities to Secure Publicity—Responsibility of the Publisher to the Advertiser—Criticism of Ads. Shows That the Printer is Largely to Blame for Poor Appearance of Merchants' Advertisements.

By Weston Wrigley.

The man who has goods to sell should be constantly in touch with those who are, or are likely to become, buyers. He should keep his wares constantly before them and associate his name with such wares until the one becomes almost a synonym for the other. Thus, and only thus, can he hope to secure a fair share of whatever trade there is to be done. Moreover, judicious advertising acts not only as a help in competition, but also as a stimulant to trade.

Advertising, properly done, attracts attention, and attention, when attracted, soon becomes desire. This is especially the case when the goods advertised are well adapted to the public tastes and to the public needs. The merchant illustrates our point whenever he devotes time and care to window-dressing; for every well-dressed window is simply a localized advertisement, and every advertisement is merely an extended form of window-dressing.

The question for the retailer to consider is, "How can I best reach the large number of possible customers in my district who never see my window or do not come under its influence?" This question he must answer for himself, according to local conditions. If there is a good newspaper published in his district, that undoubtedly affords his best opportunity; but he must be assured of its standing and influence; he must not be niggardly as to the size of his "ad.," and he must keep it going constantly.

The cumulative effect of repeated appeals is very great. He must also arrange his advertisement carefully, without crowding the type, and change the matter frequently, making topical and seasonable allusions whenever possible. Illustrations, too, are very effective.

The same rules will apply to the wording of circulars, but this form of advertising is very speculative. "Oh, it's only a circular," is usually the remark which dooms the handbill, postcard or booklet to the fireplace or waste-paper basket.

Not Alive to Opportunities.

Few classes of merchants are in a position to advertise more freely than hardwaremen, yet a large percentage of the hardware merchants advertise in a listless, happy-go-lucky way, while many hardwaremen do not advertise in their local newspapers at all. For instance, the editor of Hardware and Metal picked up copies of the Owen Sound Advertiser of May 10, and the Bowmanville Statesman of May 12, and failed to find the announcement of a single hardware merchant in either paper. In the lat-

ter paper, however, a wire fence agent had his announcement, a well-known paint was advertised (no local agent's name being given), and a blacksmith solicited orders for sharpening lawn mowers. Whether the fault lies with the merchants for failing to appreciate the advantages to be gained by advertising, or with the local publishers, for neglecting to point out, and prove, that advertising in their papers will pay, if the ads. are properly written and set up, Hardware and Metal is not able to say. But both the "Advertiser" and the "Statesman" have wide reputations and are undoubtedly mediums which could be successfully used by the local merchants, hardwaremen included, in the towns in which they are published.

Probably the hardwaremen have advertised without results. The "copy" was not well put together, or the printer did not "set it up" attractively. With no "life" in the ads. their "pulling power" was nil. The merchants grew dissatisfied and the publishers lost good customers. That's where the publishers fell down. Just as a hardwareman must, if he hopes to succeed, see that every furnace or stove he sells works properly and leaves a satisfied customer, so must every publisher, if he hopes to win out, see that his customers write their ads. effectively, and have the compositor set them up attractively, in order that the advertiser will get results and maintain, if not increase, his advertising appropriation. If one hardwareman quits advertising and continues to do a seemingly successful business it gives the publisher a black eye with competing merchants.

A publisher, with whom this point was discussed, said he was already working too hard and could not take the time to write ads. for his local merchants. Well, it's up to him, then, to hire more help—and it will pay him to do so. Instance the case of the St. Mary's Journal, where a second member of the staff spends a considerable portion of his time in helping his merchant customers to make their ads. pay, with the result that the Journal is one of the brightest weeklies in Ontario, and the local merchants are steadily increasing their ad. space, finding that intelligent advertising pays and pays handsomely.

Set it down in big black type that a merchant, however, cannot get something out of his advertising unless he puts something (in the form of brains) into it.

Samples of Seasonable Ads.

On the opposite page fourteen ads., clipped from Canadian papers during

the past month, are reproduced. The styles vary, some quote prices, while others do not. Some are special announcements featuring one particular line, while others feature a dozen or more articles, and do it effectively. In some the printer has done good work, while in others the "copy" might as well have been sent to the blacksmith as to the printer, such a poor job has the printer made of it. This latter point is particularly noticeable in No. 6, an ad. which might better have been left out of the paper.

Money spent for advertising in the local paper should not be given in the way of a donation. Advertising is a business proposition and if the publisher does not consider it as such the merchant should not spend his money. Unless a publisher is prepared to give merchants advice on advertising matters and see that the typographical work is done in a competent manner he is not entitled to the merchant's money.

Peart Bros.' half-page announcement (No. 1) in a Regina paper is intelligently written, but not strongly set. It begins with a catchy heading, followed by an interesting paragraph regarding the store and its large stock. Then about a dozen lines of goods are featured, each illustration being backed up with a paragraph of explanation and prices on some lines. Above the firm name at the bottom attention is also drawn to a special window display and a "special sale" to be announced later. The cuts are large, but suitable enough for a page or half-page ad.

The printer has also fallen down in Magladeroy Bros.' ad. (No. 2). A liberal space is paid for and although the printer has set an attractive ad. he has used poor judgment in the choice of matter displayed. He has featured the "quality talk" as the most important part of the ad., whereas the matter under the heading "Churns" and "Spring and Summer Needs" are the most likely to bring results—and results are what both publisher and merchant wants. The ad.

SEND US SAMPLE ADS.

Hardware dealers are invited to send their advertisements to Hardware and Metal for friendly criticism. This department is maintained for the purpose of aiding retail merchants in making their advertising as resultful as possible. Subscribers are urged to take advantage of it.

would have been strengthened by the addition of some prices.

J. Fennell & Son's "Saturday Savings" announcement (No. 3) carries the price-marking to the opposite extreme. It is good business, however, to feature a weekly sale of this sort, so long as the prices are not cut to the injury of other merchants, and the special prices are held firmly to the one day advertised. The figures in Fennell's ad. are certain to catch the eye of every possible buyer of hardware in the paper in which the announcement appears.

The Rice Lewis' ad. (No. 4) is set in a style intended to have it stand out strong on a page where there might be larger ads., and the black type used and prices quoted, are well calculated to attract attention and draw trade. The prices quoted need not necessarily be lower than ordinary selling figures as the buying public has been educated to a point where they have confidence in a merchant who states his prices in plain figures.

No. 5 starts off with a suggestive headline, "Now is the time to buy a refrigerator," but the reading matter which follows is not as convincing as it might be. The printer, too, has given the ad. a commonplace and dead appearance. Had the body matter been set in smaller type with more white space around it the effect would have been better and had the merchant told more about his goods and how much (or little) they cost, more enquiries would have resulted.

P. S. Stewart & Son's ad. (No. 7) shows more than ordinary attention, and it ought to be a business-bringer. The printer has made a good job of it, with the exception of his failure to display "A Good Garden Hose." Here was a chance to back away from the sameness of the machine-set body matter and give more "balance" to the ad.

Nos. 8 and 9 are examples of two entirely different types of ads. In the former Mr. Black tried to publish a store newspaper in a five-inch double-column space, and the publisher made no effort to "brighten up" and put life into the ad. Why not have featured the sale of "489 cans of paint in one week" in display type, in order to emphasize that the paint season was on? It is well to give a suggestive talk, such as written by Mr. Black, but it should be made attractive by the use of some display type or white space. Mr. Hambly's "building material" announcement is a business card, featuring only one line of goods. It is a splendid example of what the printer can do to make an ad. attractive and the absence of argument or prices is partly made up by the good typography.

R. A. Jelly, in No. 10, has a well-balanced ad. drawing attention to several lines. The cuts are well placed and the display well chosen, with the exception of the failure to bring out "screen doors" more prominently, especially as prices are quoted. The firm name at the bottom in the form of a special electrotype adds strength to the ad.

Ashdown's lawn and paint ads. (Nos. 11 and 14) are models of good display, combined with convincing editorial talk, backed up with strong argument and plain prices.

No. 12, advertising sugar-making supplies out of season, starts off badly. Then the advertiser follows up with what appears to be a full list of the lines of goods he sells. The impression given is that the merchant is too busy to write an ad. more than two or three times a year, and he wants to tell it all when he does write something. The printer is not to blame for the poor appearance of this ad.

Cain's paint ad (No. 13) deals with one line only, and occupies a smaller space, and is far more effective than the general announcement made by Mr. Moss.

CATALOGUE HOUSE COMPETITION IN BINDER TWINE.

(Concluded from page 35.)

many instances will give 50 or 100 lbs. of twine with a binder. From information I have you need not be surprised if one of the Toronto departmental stores will control one of our Canadian twine factories before another season. If so the twine business will be a dead issue as far as the hardware trade is concerned."

One retailer quoted the name of the Brantford Cordage Company as the source of supply for the mail order house, but Mr. Messecar, of that company, in conversation with Hardware and Metal, while stating that his company had sold the Eaton Company twine for delivery at Winnipeg, said they had not sold for delivery in Ontario. Mr. Messecar said the price advertised by the mail order house was a fair one and he thought the retailers were amply protected. If his company had not supplied the Eaton Company, other manufacturers would have done so. He said there was no truth in the report that the Eaton Company would control the output of his plant next season. Preparations are now being made to enlarge the factory as the company has had difficulty in filling its orders this season and has had to cancel part of its order from the Eaton Company.

Where Retailers are Hit.

The chief points of complaint, therefore, appear to be in the misrepresentation in advertising "Manilla birder twine" at "\$8 per hundred pounds" in large black letters while in smaller type the statement is made that the twine "is made from first quality manilla and long fibre sisal and will measure 550 feet to the pound. There is no doubt about the misleading nature of this announcement, as the twine advertised is a sisal and manilla mixture, generally sold wholesale in car lots at 7½ cents per pound, while pure Manilla measures 650 feet and is listed at 8½ cents per pound in car lots. As the Eaton Company offer to deliver at any point in Ontario it is apparent that they have bought at a special price which enables them to include delivery, this item being usually included in the wholesale price.

Many hardware merchants have dropped out of the binder twine business in recent years because of the small margin of profit it carried combined with the

fact that most farmers desired them to do a credit business on this as well as other lines. The mail order price is, of course, a cash price and this must be taken into consideration in considering the effect of mail order competition on the retail trade.

On binder twine, as well as on implements or any other hardware article sold by the mail order houses, retailers should make it a point to find out what manufacturers are supplying the goods quoted in mail order catalogues and departmental store advertisements, and then insist upon being put upon an equal footing in the matter of price. For instance a line of scales sold to the retail trade at \$19.25 was recently advertised by the Eaton Company at \$18.50.

Manufacturers who refuse to protect the retail trade by enabling them to compete with the catalogue houses in the matter of price are giving the retail trade the "double cross" and cannot expect to continue to receive support from retail merchants.

With strong organizations of retail hardwaremen in the various provinces manufacturers who do not deal fairly with retailers could soon be impressed with the necessity of putting retail customers on an equal footing with mail order houses. But at present Ontario is the only province organized and many of the best firms are withholding their support. If Mr. Hambly's statement is correct that mail order competition is becoming keener there is work for a strong retail hardware association to do if the business interests of the merchants in the small towns are to be conserved.

TO FIGHT STEEL MERGER.

J. H. Plummer, president of the Dominion Steel & Coal Company, has announced that a company has been organized under the auspices of the Dominion company to erect plants for the manufacture of wire, wire nails, and other finished wire products.

The Steel Company's policy hitherto in this regard has been to confine its business to the manufacture of wire rods, and this policy would be maintained if the business had remained in the hands of a number of independent concerns. The decision, however, of the new Canadian Steel Corporation to erect a rod mill at Hamilton, as announced in Hardware and Metal last week, has forced the Dominion Steel Company to protect its own interests, by entering into competition with the Canada Steel Corporation in the manufacture of wire, nails and screws. The location of the new mills has not been definitely settled, but Toronto is considered a favorable location.

Letters of incorporation have been granted to the Canada Steel Corporation, Limited, with a capital of twenty-five millions, of which ten millions is to be preferred stock. The incorporators are C. F. Wilcox, C. A. Birge and Robert Hobson, Hamilton; Lloyd Harris, M.P., Brantford, and H. S. Holt, Montreal. The head office will be at Hamilton.

J. H. Roper, and Walter Dods, Montreal, have been on a fishing expedition to the Laurentian Mountains.

H. Singleton's hardware store at Carleton Place, was damaged to the extent of \$10,000 by fire last week.

Making a Success of an Electrical Department

Demand Can be Created by Regular Window Displays—Different Departments are Beneficial for the Store as a Whole—Insulating Tape a Good Line—Electrical Jobbers in the States are Considering the Safeguarding of the Hardware Merchants' Electrical Demand—The Waste in Illuminating a Window.

Many hardwaremen who are inclined to be doubtful as to whether an electrical supply department can be made profitable to a store should take courage from the success which has attended a merchant of the writer's acquaintance. Starting out in a very small way with a few lamps, cutouts, wire, and other little necessary supplies, this merchant resolved to make as big a window display of these things as he possibly could. This meant that at first he was practically putting his whole stock in the window. He kept up a regular bi-weekly display throughout the year, and it was not long before he found that his window advertising was commencing to stimulate a demand. First a few odd lengths of wire went, then a neighboring factory came in hurriedly for lamps, as an accident had occurred, and the stock had been allowed to run out. Then a small contractor, who had visited the store for some screws, thought he would take a few cutouts, and so on. Gradually the stock was added to, until the department became one of the strongest in the store. But even now the window display is still maintained, although the merchant no longer has to put the whole of his stock in the window, and then have room to spare. With his fixtures, artistic shades, and other supplies, he produces most attractive displays.

This case is an example of the fact that no merchant can tell, until he tries, whether he can make a success of an electrical department, and it is also an acknowledgment, if one were needed, of the immense value of a window display. A man who is trying out electrical lines must do so in no half-hearted manner. If he is doubtful as to success he must not show it in his attempt to create a demand. Faint heart never won fair lady, and certain it is that a faint heart never won success in any business venture.

Value of Co-operation.

The value of continued displays is that passers-by, although for some time, may take no special heed of them, in the end begin to associate the store in their minds with electrical supplies, and then it naturally follows that when something is wanted, the store is remembered. There is another point which applies to all the co-operating departments of the hardware industry. Each department brings in its certain number of customers in proportion to the demand that has been created by the merchant. Those customers would probably not have entered the store otherwise. But they come in to buy a length of wire, a lamp, a small screw, or whatever it may be, and then the salesman has a chance to introduce regular hardware lines. The great sec-

ret is to bring people into the store. Once there, it is up to the merchant and his clerks to see that something is sold. The co-operation that can be done by the various departments of a business is very valuable. It is the reason why the great departmental stores go ahead, and the hardwareman, who widens out and carries as many lines as he can, will reap the benefit of having so many wires pulling in the people.

To start an electrical department does not entail a very heavy outlay, but the merchant must make as big a splash as he can. The stock must not be hidden away, as if the merchant were shy about carrying them.

Insulating Tape.

Among the many lines that can be included among electrical supplies, insulating tape should not be overlooked. The Walpole Rubber Co., Montreal, for instance, have placed on the market a friction tape which was first produced at the laboratories of the Massachusetts Chemical Co., operators of the Walpole Rubber Works, Walpole, Mass., about five years ago, after years of chemical research. The compound used on this tape answers all requirements of the purpose of the article. Its adhesive qualities do not deteriorate, neither is the strength of the cloth diminished by any chemical action taking place between the compound and the fabric. The fabric basis of the tape is a strong, closely-woven, unbleached cotton sheeting. It is completely impregnated with the insulating compound, and the inter-spaces are completely and absolutely filled. It does not ravel, neither does the compound leave the fabric in unrolling. The tape is adhesive under the most severe atmospheric conditions and can be used in extreme cold as well as extreme heat. It is put up in handy tins. Although primarily intended for electrical work, this tape is useful for all manner of breakages from the repairing of a tennis racquet to the repairing of an automobile or bicycle tire.

Another line of this company is the insulating compound, Armalac, which is a neutral permanently plastic insulating compound for the reinforcement of cotton covering, of conductors, of electric winding and of fibre, paper, cloth, etc., used in the structure of the winding. Its constituents are black paraffine wax, the melting point of which is raised permanently by a special process, and petroleum naphtha. The paraffine basis insures permanency of insulation and resistance to moisture under the repeated heating and cooling of the windings in service, unlike spirit varnishes, which dry hard and crumble, and thus become pervious to moisture. There is no doubt

that with the spread of electrical work of all kinds insulating products are increasing in demand.

Looking After Hardwaremen.

As an illustration of the development of the electrical side of the hardware store in the United States, the question of adequately supporting the merchant is now being taken up by the Electrical Jobbers' Association. A recent committee's report stated that the hardware store must more than ever be considered. The increased development of electrical current, its advent in practically all parts of the country, and the multiplicity of uses brought into play have naturally increased not only the quantity, but the variety of the output of the manufacturers, and this process of evolution is in rapid progress. With the increase of the number of articles on the market, the best distribution of them must be considered, and it was generally conceded in the report that the hardwareman had a strong claim. One of the greatest difficulties in the States in the relation of the wholesaler to dealer, is to define the classes of trade that should legitimately buy from the jobber, as apart from those whose business should lie solely with the dealer, and the following division was proposed by the committee. Those entitled to wholesale prices should be as follows: Concerns engaged in generating and distributing electrical current, railroad and steamship companies, telephone and telegraph, Government branches, manufacturers who purchase supplies for resale in combination with their own products, and one or two other cases. Purchasers other than these should legitimately buy from the dealer. Thus it will be seen that the jobbers admit that the hardwareman plays an important part in the distribution of electrical supplies. He should do the same in Canada.

The Waste of Light.

As a merchant often uses an electrical display for the double purpose of showing off some of his lines, and at the same time advertising and illuminating the window, it is just as well to remember that there is more waste in the illumination of a window than probably in any department of a store. This loss is due to the inefficiency of the reflecting surfaces of the reflectors used, to poor design, and improper shape of reflectors, and to the use of reflectors ill-suited for the purpose. Instead of wasting from 30 to 50 per cent. of light on the ceiling, on the ends of the window, and on the sidewalk, the light can now be concentrated on the articles where needed by using powerful opaque one-piece mirror reflectors of correct design, thereby not only eliminating loss, but greatly improving the showing of the goods displayed. The Tungsten lamp gives about three times as much light as the carbon lamp for a given amount of electricity, and when used with reflectors of scientific design the window is illuminated to the best advantage from both standpoints of lighting effect and economy.

HARDWARE & METAL

Established

1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses:

Canada:	England:
Macpubeo, Toronto.	Atabek, London, Eng.
OFFICES:	
MONTREAL -	701-702 Eastern Townships Bank Bldg Telephone Main 125
TORONTO -	111-117 University Avenue Telephone Main 7324
WINNIPEG -	511 Union Bank Building Telephone 3726
LONDON, ENG	88 Fleet Street, E. C.
	J. Meredith McKim Telephone, Central 12860
NEW YORK -	R. B. Huestis, 1109-1111 Lawyers' Title, Insurance & Trust Building Telephone, 1111 Cortlandt
VANCOUVER, B.C.	M. C. Drew & Co
FRANCE	John E. Jones & Co., 31bis Faubourg Montmartre, Paris
SWITZERLAND	Louis Wolf; Orell Fussli & Co., Zurich
Subscription, Canada and United States, \$2.00	
Great Britain, 8s. 6d., elsewhere - 12s.	

PUBLISHED EVERY SATURDAY.

PRICE-CUTTING DON'T PAY.

In a town in Northern Ontario a hardwareman was fortunate in having booked a large order for wire nails at a low price, this enabling him, if he chose to do so, to undersell less fortunate competitors instead of putting an extra profit into his own pocket.

He selected the former course and made nails a leader at a low price in order to catch the trade of builders and he got a large trade in nails. But did he sell other lines? Not always. His competitors undersold him on some lines.

For instance a customer called at store No. 1 and was quoted a very low price on wire nails. He also got a quotation on building paper. Then he went to store No. 2 and while the quotation secured on nails was away above on wire nails the price on building paper was a few cents lower. Dealer No. 2 said: "Give Blank the nails and buy the building paper from me," and the customer took the advice, dealer No. 2 getting a good margin on the building paper without having the trouble of handling the nails.

This is only one of many incidents which goes to show that price-cutting doesn't pay.

Both of the retailers referred to are members of the Ontario Retail Hardware Association, and if they act wisely they will fraternise at home as well as at the convention.

DELAY IN ORDERING

The unseasonable climatic conditions have undoubtedly caused many merchants to keep back their orders for hot weather lines. This is a great mistake. It is true that up to now the buyer has not been thinking much about

hammocks, garden seats, water coolers, swings and other summer lines, but the weather, when it does change, will probably change just as quickly the other way, and we shall experience blazing hot days. The cold weather has continued so far into June that the reverse condition is only a natural swing of the pendulum.

Then the dealer will experience a sudden rush for those lines which are not being looked at now, and of this demand he will probably have little warning. To have the goods on order will not be sufficient. The present delay will make people all the more eager to get to the country. They will want the goods at once. Where will be the merchant who has not provided for this.

There is still the disposition all the way through to keep back the ordering. Dealers are disinclined to make a fair business speculation as to what they will want, and in consequence trade must be lost by this. Certainly as things are the jobbers are able to ship promptly, but they cannot promise always to be able to do so.

The same thing is noticed in the fall lines. Guns, ammunition, lanterns, horse blankets are being booked, but not aggressively. In years gone by they were, and there is no reason why they should not be now. A bigger volume of trade is being done by the country now, and there is more certainty as to the ultimate demand. But merchants seemed to have more confidence in those days.

So long as there is no rush to the demand, so long can a merchant without losing much trade order when the demand is upon him, but with the first real rush, and there is no knowing when one will not occur, the belated merchant will suffer.

CHECK THE FRIEGHT BILLS.

In a great many stores money is being lost every day by the dealer's neglect of freight bills and all matters pertaining to the proper transportation of merchandise; for this reason freight matters should receive the most careful attention. There is good money to be made for the time spent in figuring over freight bills and making out claims for over-charges. It is an easy matter to obtain from the local railway agent and your jobbers the correct freight rates on each class of goods you handle, and this information will enable you to speedily check over the rates charged on your freight bill to see that some railway clerk has not given the shipment too high a rate. You will see the necessity for doing this, when you learn that a railway clerk who makes an error that costs the company, always has to stand the loss himself. It is

only natural then, when there is any doubt on the part of the clerk as to exactly what classification your goods should come under, that you be the higher rate.

Those dealers who use system in shipping will hardly credit the fact that some retailers return their goods without advising the jobber or manufacturer that the goods are being returned. Many wholesale houses are forced to enter these in an "unknown book" until weeks afterward the matter crops up in settling the account. It is only right that the retail dealer should advise the firm to whom the shipment is returned as soon as the goods start for the depot. Do not allow yourself or your draymen to receipt for goods that have not been received. Check the number of packages received against the express receipt or freight bill carefully. If packages are in a damaged condition when received, have your local freight agent endorse "received in bad order" on the freight bill. Then have him come to your store and check the goods over with you after the cases are open. Make a bill against the railroad company for the lost or damaged goods. If unable to get redress from the railroad company, ask your wholesaler to help you.

All railroads have what they call a minimum charge, which is the lowest amount they will charge, no matter how small the shipment. Bear this in mind and it will save you many dollars in a year; when sending in a special order for some small thing, glance around your store and take a squint through your order book and you will invariably find that there is something else that you will soon need that can be ordered with that shipment.

NOT LIKELY IN MERGER.

A report circulated during the past week is to the effect that the Dominion Wire Mfg. Co., Montreal, is also to be included in the Canadian Steel Corporation merger referred to in last week's Hardware and Metal.

No definite denial could be secured but it is understood that the report is incorrect. Secretary Hanna, of the Dominion Wire Co., left on a holiday trip to Europe this week and it is unlikely that any change would be made during his absence.

An incubator hatching out chickens is always an interesting display, especially in the larger towns and cities. A guessing contest on the number of live chickens that will be hatched from an incubator filled with eggs will form interesting diversions for the spring months.

USE OF CEMENT INCREASING.

Whereas in 1905 Canada imported 41 per cent. of the quantity of cement consumed, in 1909 the proportion of imported cement was reduced to 3 per cent., according to figures published by the Department of Mines.

The total consumption of Portland cement last year was 4,152,374 barrels, an increase of 1,018,036, or 32 per cent. over 1908. The value of Canadian cement sold was \$5,266,008. The industry employed 2,411 men, and paid out \$1,182,090 in wages.

At present Canada exports but little cement. A comparison with the United States is interesting. Last year, the estimated production of cement in the United States was about 62,000,000 barrels, representing a value of about \$52,500,000. The consumption of cement in Canada is a little more than half a barrel a head, while the consumption in the United States is a little more than three-quarters of a barrel a head.

The story of the discovery of Portland cement is little known and much speculation has been heard as to why the term "Portland" is used.

Joseph Aspden, of Yorkshire, England, was the discoverer and his friends called him a "crazy fool" for "wasting his time" trying to "make stone" in a frying pan over a kitchen stove. But despite the jests of the rounders in the village inn Aspden kept on and succeeded in making a bluish looking powder which when mixed with water would congeal into a stone resembling the finest stone produced in the famous quarries at Portland, England. So he called it "Portland" cement.

Aspden did not win much fame or fortune for his invention, but others have made millions from the discovery. In the United States alone only 42,000 barrels of Portland cement were used in 1880. In 1890 the figures had increased to 335,000, in 1900 to 8,484,020, and in 1908 to 58,000,000 barrels.

Portland cement is now being used in enormous quantities in the construction of buildings, bridges, sidewalks, etc., and a goodly portion of the trade is secured by retail hardwaremen.

Whether the hardware trade will con-

tinue to hold its share of the business is as yet uncertain, as complaints are being received from retailers that they are not being protected, that builders are being allowed to buy not only for their own uses, but also for sale in small quantities. This is a matter which should receive the attention of the big cement corporations if they desire to continue their connection with the hardware trade.

A good story is told in connection with the giving out of a town contract for cement in Ontario this spring. The advanced price quoted by the cement corporations forced the local dealers to quote a higher price than named in the town contract last year. Four or five local firms tendered at prices showing a good profit over the wholesale price of \$1.65. An outside firm put in a tender at \$1.67½ delivered, however, but had to withdraw their tender when they found they could not secure supplies and make delivery at the price quoted.

INTERESTING REMINISCENCES.

Editor Hardware & Metal,—Through the death of the late Mr. Jas. Crathern yesterday, in this city, at the advanced age of 80, there has passed one of the most notable examples of tireless energy and successful achievement in the hardware trade of this country, during the past fifty years.

The writer entered the employ of the firm of Crathern & Caverhill in the year 1866, after it had been established 12 years, and for the following eleven years from 1866 to 1876, I remained with the firm.

The saying, that "no man is a hero to his own valet," is undoubtedly based on the common experience of life, that it requires exceptional qualities to justify one's admiration at close quarters, and in daily living with a person.

Eleven years, offered a fairly long period in which to form a definite opinion of an employer. My impressions, as the result of my associations as stated confirm the unstinted eulogies which the daily and trade press have referred to his life and character.

If he achieved success in his business.

it was procured at the cost of years of ceaseless activity. From early to late it was work, work! He gave himself but little leisure to enjoy the pleasures of recreation and travel. His business afforded to him the keen enjoyment of the most ardent sportsman or traveler. A keen bargain, and a good sale, gave a zest to his life, which in later years were supplanted by an appreciation of and the purchase of good paintings.

His employes had to work hard, and long hours were the rule, but it was not as a driver, but as a leader, that the stimulus was given to our efforts. No man made a keener bargain, nor paid wages more fairly in accord with the merits of the employed. His word was accepted by us "as good as his bond."

He was a man of strong prejudices; who, if you crossed his purposes or path, would encounter a man prepared to take full advantage of you.

As "nothing succeeds like success," so success begets in its turn enmity from those who have not been successful. And the late Mr. Crathern had his full share among his competition, who often cherished hard and unjust opinions.

Most of the names of firms who were in business at the time he entered the wholesale hardware trade have passed out of existence for one reason or another, Frothingham & Workman being a notable exception.

A personal visit to the city each spring and fall was the rule and not the exception on the part of a large proportion of the customers of the firm, which afforded "the chief" an opportunity of "sizing up" his man, and forming an almost invariably accurate judgment of his trustworthiness.

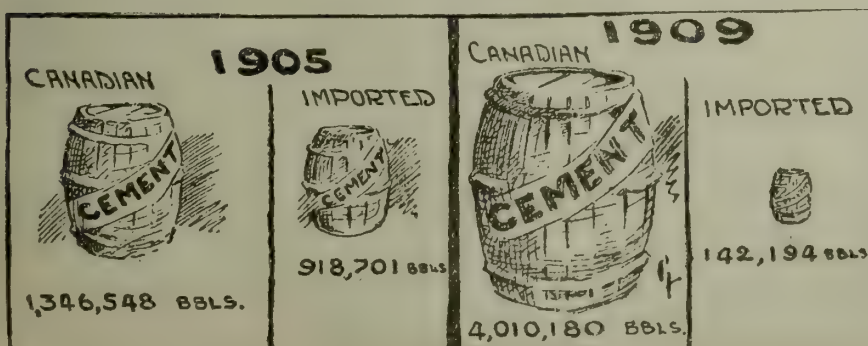
For years he conducted with his travelers, and many of his customers correspondence in his own handwriting. His letters were models of brevity, and "getting to the point." No traveler would presume to depart from the written instructions or quotations of his, without further authority.

His later years, since he retired from business as a hardware merchant, were largely employed in the service of some of the largest financial institutions of the city, as a director, and in particular as the president of the Montreal General Hospital, which afforded him a congenial occupation and opportunity for doing good to the needy and suffering.

W. S.

Montreal, June 2nd, 1910.

A story illustrative of Mr. Crathern's energy is told of a visit he made to Leamington, Ont., a few weeks ago in connection with a railway enterprise. While at Leamington, Mr. Crathern attended a ball and is said to have danced the full list of 26 numbers on the program in spite of his four-score years,—Editor.



Growth of Canadian Cement Industry, Illustrated.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Turpentine.—Cut of 3c.
 Linseed Oil.—Cut of 3c.

Toronto.

Linseed Oil.—Down 5c.
 Turpentine.—Declined 3c.
 Tin.—1c. easier.

MONTREAL.

June 10.—The markets are without much character this week. Fluctuations in the primary markets have not been sufficient to produce any drastic change. There is a weaker tone to copper, but jobbing lots are unaltered.

Turning, however, to trade, there is little fault to be found with the volume of orders coming in. Jobbing houses report business as fully up to expectations, while the first hands are equally satisfied. The strength to the present position is given by the lowness of stocks in consumers' hands. Of the metals, tin and copper have shown the best improvement on the week, and a tremendous business is being done in sheets and plates, of which there is now a good supply on the market.

The great feature of interest in the primary markets is the depression in the iron and steel situation in the States. There have been declines in Wall Street, while new business has been very unsatisfactory. The withdrawal of the railroads from the market, and the reluctance of buyers to meet prices made especially for them by furnaces have created a very pessimistic feeling among the trade. Business is confined to the meeting of immediate requirements, and the taking of early commitments. Decrease in production is all right, but declining prices with it, is bad, and this is what is happening. An enormous lot of iron and steel is being used, but the production is unfortunately even greater. The Old Country, too, is showing weakness, Cleveland Warrants falling for the last week or so. Of the other metals, tin seems to be holding itself most firmly of all. Copper is being held well in New York, but shows signs of weakness in London. Spelter has fallen away, both London and St. Louis.

Pig Iron.—There is a good tone to the local pig iron market, despite the somewhat gloomy aspect of the U. S. market. Contracts are being cleared readily, and there does not appear to be any overstocking of the consumer, which shows that requirements were well judged. In fact, some users are having to place new orders long before they thought it would be necessary. The domestic iron situation is unchanged, and the market is steady with a good undertone. We quote: Domestic, \$22. Imported: Middlesboro, \$17 to \$17.50; Summerlee, \$20.25 to \$20.50; Cleveland, \$18, and Carron Special, \$20.

Owing to the fact that so much was expected of this month in the iron and steel trades, and that anticipations have not been realized, there is a gloomy feeling now actuating the U. S. markets. The declines in Wall Street, the withdrawal of the railroads from free buying, and the reluctance of buyers to purchase at prices made to suit them, have caused depression. The great consumption going on, however, should in time break through the depression.

Tin.—There is no change in jobbing prices, and the market is fairly firm at 35c. Trade is active, and jobbers are satisfied with the interest that customers are showing. The primary markets have shown, if anything, a firmer tone. Heavy buying in New York by the steel and electrical companies caused the market to strengthen, and this influenced London. Thus, the buying has offset the weakness caused by the publication of the tin statistics for May, showing an increase in visible supplies.

Copper.—Copper is unchanged locally at 14c for ordinary jobbing lots. There has been a good buying movement, and stocks are on the light side. The weaker tone to the market, due to the sagging in New York, brought in a lot of extra inquiries. Prices in London have been declining, but New York held fairly well, although concessions have been made. President Ryan, of the Amalgamated Copper Co., says that the mines have been lately turning out the highest production on record. This is quite enough to hold off consumers, who naturally do not care to contract ahead on present figures with such a condition of affairs facing them.

Spelter.—There is a good demand for spelter at unchanged prices. Inquiries are fair, and there is plenty of interest in the market. London and St. Louis, however, both display weakness.

Lead.—There is little character to the market, and prices are unchanged at imported \$3.75 and domestic \$3.50. The English market is colorless, and offers nothing for comment.

Scrap.—The market is quiet, with prices unchanged. We quote: Heavy copper and wire at 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, \$12; machinery cash scrap, No. 1, \$16; stove plate, \$12.50; malleable, \$9; miscellaneous steel, \$5.

TORONTO.

June 10.—The condition of the local iron and metal trade is very little better than it was a week ago. The situation is improving as the season advances, but that improvement is very slight. Business is confined principally to meeting immediate demands and the cleaning up of commitments made by buyers months ago. Booking for futures is al-

most stagnant, and orders are being placed with caution.

Arrivals of English and Scotch irons are free, and when orders already placed are filled stocks are expected to mount up pretty high. With the exception of tin prices remain unchanged, and on the whole the market is firm. Plates and sheets can hardly be said to be as strong as they were during the past few weeks.

The consolidation of the bolt, nut, screw, nail and steel interests last week, together with rumors of further enlargement of the merger, has proved to be the leading topic of discussion of the week; and the big orders for rolling stock placed by the G.T.R. with Canadian works are a healthy indication of good times for the future.

In the United States the metal situation is far from sound. Wall Street is particularly pessimistic; and the fear of political interference with railway management and rates has already been responsible for the cancellation of orders for rolling stock and railway betterment.

Pig Iron.—Imported iron is arriving freely in Toronto at present and is being distributed just as freely. Booked orders are being overtaken and it is expected that during the summer stocks will run high. This metal is in about the same position it was a week ago. Canadian foundry iron at \$22 is still going out to fill bookings and only old customers are able to obtain any on present demands. Imported irons are unchanged. Summerlee and Glengarnock, \$23; Jarrow, \$21.25; and No. 1 Middlesboro, \$21, continue to be the local quotations.

Copper.—An authority on this metal says:—"In copper the market has about reached a dead center. People are becoming more used to large visible supplies, and this is not dwelt on so fearfully as it was; consequently, the tone of the metal is a trifle firmer, but, naturally, there is no likelihood of any decided advance until it becomes more evident that consumption is overtaking production." This fairly covers the whole copper situation in Canada and the United States. Manufacturers of brass are increasingly busy. The price remains at \$13.90 for hundred pound lots.

Tin.—The situation is much the same as last week, but the quotation is somewhat easier. Tin was offered this week at 35c for hundred pound lots. Otherwise the market is firm. Stocks are light, and demand is good.

Lead.—Local quotations remain at \$3.70 and \$3.80 for domestic and imported lead respectively. Abroad there has been a curtailment of both lead and zinc production which has helped to keep the market steady. Demand has slightly improved.

Spelter.—This metal has recovered from its late slump. Consumption of spelter is large, but it is not at present anticipated that there will be any advance in price. Buyers while frequently entering the market are not taking large quantities, and the supply is said to be abundant.

Plates and Sheets.—Sales are steadily active, but the prices offered in outside Canadian markets have tended to make the local quotations easier, and unsteady prices are a resultant consequence. New stocks are coming in fair quantities.

Old Materials.—There is a fair movement reported by dealers, but United States mills are not buying so largely.

The prices offered are unchanged from last week. Heavy copper and wire are worth 11½c; light copper bottoms, 10c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead,

2½c; heavy lead, 2½c; scrap zinc, 3½c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$13; malleable, \$8; miscellaneous steel, \$6; old rubbers, 9 cents.

HARDWARE MARKETS

MONTREAL.

June 10.—The weather has continued all against seasonable goods, but still, despite this, business has been active and very little complaint is heard generally amongst the trade. Booking is backward, however, and it is evident that dealers are conservatively maintaining the hand-to-mouth ordering of the past two years. Owing to the weather, the season is now late, whereas the early spring seemed to promise a forward state of trade.

The business done is in a sorting up way. Good assorted orders are being dispatched, the noticeable point being the number of lines ordered, and not the bulk. Lawn mowers are in good demand but hose has fallen off. Refrigerators, hammocks, garden seats, swings, etc., are slow.

No important price change is announced. The advance in bolts has not yet matured. In fact trade is moving along quietly although steadily. The disappointing feature is that booking has not improved to the extent that many would like.

Seasonable Goods.—The weather is keeping back the demand for mid-summer lines, and garden seats, hammocks, swings, are moving out quietly. The demand is a general one, and no particular line seems to be moving out prominently. Booking in guns, ammunition, fruit presses, and other late goods shows little improvement over last week. We quote: Lawn mowers, low wheel, \$2.55 to \$2.75; 9-in. by 12, \$3.30; 9-in. by 14, \$3.55; 9-in. by 16, \$3.80; 10½-in. by 12, \$5.15; 10½-in. by 14, \$4.25; 10½-in. by 16, \$4.55. Garden hose, good quality, 60 off, medium 60, 10 and 10; fair 70 and 10. Hose nozzles, \$3.50 per doz. up. Couplings, \$1 per doz.

Builders' Hardware.—There is a fair movement in builders' hardware, but for the time being building seems to have quieted down. Renewed activity should come next month. No change is reported in prices and we quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½c to 33c.

Bolts and Nuts.—The anticipated change in bolts has not yet matured. The demand is keeping up to a good level, and stocks are not accumulating. We quote: Discount on carriage bolts, ¾ and smaller, 70; machine bolts, ¾ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Miners' Supplies.—Miners' supplies are slow, the first heavy consumptive demand having apparently been supplied. The orders are now of a general sorting up description. We quote: Miners' picks, 16½c; pick handles, \$1.85 a doz.; drilling hammers, 6c a lb.; crowbars, 3½c; drill steel, 8c.

Harvest Tools.—The weather has kept back harvest tools, but this line is naturally about the most prominent

just at present. Prices are unchanged and we quote: Harvest tools, 50 and 5 off; scythes, cast steel, \$6; better grades, \$7 and up; grass hooks, \$1.60 to \$2 per doz.

Heavy Hardware.—The demand has looked up the last week or so, and good sized orders are reported from various industrial centres. We quote: Chain coil, ½, \$5.25; ¾, \$3.80; 1, \$3.50; 1½, \$3.25; 1, \$3.25; anchors, 40½ lb. up; merchant bar iron and mild steel, \$1.90; steam gauges, \$1.50 each up; injectors, \$4 to \$18 each; and steam gauges, 35c to 80c.

Wire.—Wire remains unchanged under a steady demand. There is, however, no very special feature to the market. Hay wire is moving about the best. We quote: Barb wire, car lots, mixed, \$2.45; small lots, \$2.50; plain twist, car lots, \$2.75; small, \$2.80. Galvanized wire No. 9, \$2.25 in straight and mixed car lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30 straight and mixed car lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

TORONTO.

June 10.—The jobbing trade reports a continuity of good business. There is nothing sensational in the situation. Orders call for seasonable goods, with bookings for fall only fair. There is a scarcity of manufactured iron and steel lines, or rather, makers of these goods have so many orders on hand that there is delay in getting them out.

The talk of the trade this week has had to do with the screw, bolt and nut merger, but no dogmatic opinions have been expressed. Prices are unchanged, and the market is firm. The features that have been prominent the past fortnight, such as roller skates and lawn mower sales, are still to the fore.

Hardwaremen state that the rainy weather which prevailed of late over many sections of Ontario did not help the consuming demand, and as a consequence retail trading generally has been somewhat quiet. Many hardwaremen in the larger centres are going in more and more for specialties or side-lines, and these merchants report that where they have made these things prominent they have made money.

Seasonable Goods.—Poultry netting has again come to the front this week, and the country districts have been taking up good quantities of it. Scythes and hay forks also were active, and since the commencement of June a great many churns have been asked for. Lawn mowers are just as prominent as during the past two weeks. They run in price all the way from \$2.55 to \$5.25, accord-

ing to size. Some shovels and spades have gone forward, but not to the extent of last month. Building and railway construction have taken many wheelbarrows, picks and spades.

Builders' Hardware.—Representatives of United States manufacturers state that the Canadian trade in building material and supplies, and especially builders' hardware, is, comparatively, better than across the line. Montreal and Toronto, they state, are two of the best selling cities in America. Jobbers bear out the truth of the remark, so far as demand is concerned, and shipments and deliveries have been mighty good. House sets of locks have a splendid run just now, and screws, bolts, nuts, etc., are going like hot cakes. Builders' tools, too, are active, particularly carpenters' and bricklayers' tools. Taking the spring and early summer in general a great many cement-layers' tools have been sold this year.

Household Goods.—Refrigerators and gas and oil stoves are enjoying a great run at present. Fruit-preserving time is responsible for a demand for a great many small kitchen utensils—fruit-presses, corers, stoners, pickers, bottles, kettles, funnels and tin, enamel and granite ware specialties. There are fair inquiries for ice chests and summer cottage household supplies. Hammocks are going out regularly, but it cannot be said they are being rushed. The same holds true with regard to all lawn, verandah and general summer lines.

Heavy Goods.—Wire nails and pipe, especially the smaller sizes, are unusually active. Of course, they are seasonable lines just now and are expected to be prominent, but from present sales and indications, the high record of last season should be surpassed this year. Medium-sized bars and smaller-sized structural beams are in fair demand, builders being after the latter. Rods for manufacturing purposes are much sought after, and in certain grades and sizes, more especially the smaller ones, are rather scarce.

Cutlery and Glassware.—Some hardwaremen in fairly large centres say there is a better demand for presentation goods this year than they have experienced in the past, and the consensus of opinion in general is that more hardwaremen are carrying these goods than ever before. The best sellers seem to be carving sets, cut glass articles, silver cake baskets, iron clocks and odd beaten brass goods. General cutlery lines, with the exception of pocket knives and razors, are moving slowly.

Sporting Goods.—Baseball and lacrosse supplies are the leaders in this department, and are moving fairly well. The roller skate craze is yet responsible for goodly orders, some of which have to be cut in two because of lack of supplies. Bicycle and auto supplies are beginning to move a bit better, as also are fishing tackle, outfits and supplies. The summer camper is buying some small arms, and a fair amount of ammunition.

Trade Conditions in the Mother Country

The Steel Trade Assuming Big Proportions—A Bessemer Medal Winner—Sheffield Firm's Branch in Chicago—Difficulties in the Manganese Steel Trade—Increasing British Business With the Dominion.

(By Hardware and Metal's Special Correspondent.)

Sheffield, May 30.—The expansion in the iron and steel, hardware and cutlery trades is now assuming broader proportions, and firms which have hitherto experienced little of the forward movement are now daily adding to their order books, and receiving inquiries which promise very good business in the near future. For a little time before the Whitsuntide holiday there was a perceptible diminution in business, but it appears now as if this was merely a gathering of strength, for now inquiries and orders come in in fairly big numbers every day, and markets which have been dormant for two years, are awakening to pronounced buoyancy.

As indicated in previous letters, the notable feature hitherto has been the very big increase in the export trade of Great Britain and the comparatively slow recovery of the home trade. Undoubtedly this has been due to the over-production at home. Stocks are now well worked off, and a replenishing movement is imperative.

There is notable evidence of this in the demand from the Welsh mining industry. Sheffield, Birmingham and other tool centres for two years or more have sent comparatively very little to Wales, but in the last few days several big orders have been placed, including one for a very large supply of drill steel—certainly one of the biggest orders of the kind placed in Sheffield for two years.

The special steel branches, generally, seem to be having prosperous times. South Africa, especially, is to the fore, and Sheffield is now doing more trade with British South Africa than at any other time. The improvement is all the more marked because the cessation of the South African war led to the newly-conquered territory being flooded with very big stocks of all sorts of inferior goods and material. Now that these have been disposed of, and the result has not been in any way satisfactory to the consumers, the old trade is returning to Sheffield with many additions. Mining tools, tool steel, drills, etc., are being sent out in large quantities, and there are many big orders on the books.

All sorts of raw and semi-manufactured material are advancing. Premiums for delivery into the second half of the year are asked on pig iron, and steel makers have advanced the price of bars and billets another half-crown. In spite of this, manufacturers complain that they do not get an advance on the price of the finished article commensurate with the advance in the raw and semi-manufactured material.

Manganese Steel Difficulty.

Sheffield has the distinction of being the home of two of the three firms in

the world which make manganese steel for rails, points and crossings for use on tramways. The two Sheffield firms have done very well, and maintained their prices at a high level by mutual arrangement. This led to dissatisfaction on the part of the purchasing companies and corporations, who have made a determined attempt to lower the price of the product, and to this end have invited tenders from the American firm. There was a great disparity in the prices and undoubtedly the work would have gone to America had it not been for the fear of the indignation that would be created amongst the public, who in many instances have to pay the bill. It seems to be accepted that it is better to pay a higher price for the home article than to go abroad for it to get it cheaper.

At any rate, the result of the invitation to the American firm to tender has been that the British firms have had to lower their price, and in one or two instances a considerable amount has been knocked off from the original quotation sent in from Sheffield. The two firms are Hadfield's Steel Foundry, and Edgar Allen & Co. It is interesting to notice that Edgar Allen & Co. are at the present time engaged in the erection and equipment of a branch establishment at Chicago. The head of the firm, Edgar Allen, distinguished himself recently by giving a library to the University of Sheffield.

The Status of Steel.

In my last letter reference was made to the fear that the proposals of a committee of the National Association for the Testing of Materials would result in a lowering of the status of Sheffield blister steel, and incidentally open the door to fraudulent practices. This was a fear that had been expressed by J. O. Arnold, professor of metallurgy at the University of Sheffield, and so convinced were the Sheffield steel manufacturers that Mr. Arnold's prophecy was correct that a special committee was formed to watch over the interests of the Sheffield steel trade. The somewhat indignant protest of the Sheffield steel masters has led to the committee of the National Association giving an assurance that nothing of the serious nature surmised will be attempted. They have further quieted the Sheffield fear by including on the committee a director of one of the prominent steel companies in the city.

A Bessemer Medallist.

Mr. E. H. Saniter, a well known metallurgical chemist, associated with the steel firm of Steel, Peech & Tozer, Ltd., Rotherham, has been awarded the Bessemer medal. He has also been associated with the North Eastern Steel

Works, Middlesborough, the Wigan Coal and Iron Company, Dorman, Long and Company, and Bell Bros. In 1898 he demonstrated the suitability of common Cleveland iron for making high class basic open-hearth steel. The success of these experiments resulted in the erection of a 200 ton mixer, 850 ton basic open hearth furnaces and a rolling mill. The process involved the using of molten Cleveland metal from a mixer and purifying it in the open hearth by a combination of the basic process and saniter desulphurising process.

A Well Worn Saw.

Information has just been received in Sheffield that there is in use in Australia a Sheffield saw purchased in 1846 by the grandfather of the present owner. It is stated that it is still in good order and doing good work.

Sheffield is gradually recovering a good deal of the trade in saws which was lost to America many years ago. The Sheffield product failed in keeping to the front because of the far superior finish and appearance of the American product. But a leaf has been taken out of the American book and a much better finished Sheffield article now finds a very good sale at the expense of the American.

Trade With Canada.

British trade with Canada continues to expand, notably in hardware. The total value of hardware sent to the Dominion in April was £7,434, a slight increase upon the April 1909 total of £7,177, but over a hundred per cent. bigger than the £3,604 total in April 1908. For the four months of the year, the hardware total is £23,778 compared with £18,151 in the corresponding period of 1909, and £13,011 in the corresponding period of 1908.

Cutlery exports in April to Canada were £10,528, compared with £7,044 in April 1909, and £7,393 in April 1908. The four months total was £30,366, over £8,500 above the £21,861 total of the first four months of 1909, but not quite such a satisfactory increase over the £22,904 total of the corresponding period of 1908.

In April Canada took from us 42 tons of unwrought tin, compared with 636 tons in April 1909, and 60 tons in April 1908. The four months total was 296 tons, a decline from the total of 367 tons in the first four months of 1909, but an increase of over a hundred tons over the total of 191 tons in the corresponding period of 1908.

Pig lead and manufactures of pig lead totalled 369 tons in April last, compared with 328 tons in April 1907, and 404 tons in April 1908.

The total of steel bars, angles, rods and shapes or sections sent to Canada in April was 1,859 tons, an increase of about 270 tons over the 1,382 tons of April 1909, and over seven times the quantity sent in April 1908 when the total was 266 tons. The four months' total shows an even more remarkable increase. It reaches 8,501 tons, compared with 5,521 tons in the first four months of 1909, and 2,019 tons in the corresponding period of 1908.

In April Canada took from us 194 tons of anchors, grapnels, chains and cables, an increased quantity compared to the 116 tons in April 1909, but a decrease compared to the 216 tons in April 1908.

The trade in turned plates and sheets apparently fell off. The April total was

853 tons, compared with 1,233 tons in April 1909 and 476 tons in April 1908.

Last month the total of galvanized sheets sent to Canada was 898 tons, over a hundred per cent. bigger than the 349 tons in April 1909, and also a considerable advance upon the total of 559 tons in April 1908. The four months' figures also showed a gratifying increase to 5,115 tons compared with 2,351 tons a year ago, and 2,582 tons two years ago.

The export trade to Canada in ship, bridge, boiler and other plates not under $\frac{1}{2}$ inch thick, declined to 335 tons from 1,232 tons in April 1909. The total, was however, considerably in advance of the 185 tons total in April 1908.

Similar plates, under $\frac{1}{2}$ in. thick, totalled 706 tons last month, an increase upon the 485 tons of April 1909, and 228 tons in April 1908.

The export of wire shows a considerable falling off. It only reached 98 tons last month compared with 406 tons in the last year. The total is a little bigger than the April 1908 total of 83 tons. On the four months the total has shrunk

from 1,015 tons a year ago, to 576 tons, two years ago it was 518 tons.

New rails have decreased from 1,620 tons to 156 tons, although on the year so far there is an increase from 1,659 tons to 2,487 tons.

The export of pig iron to the Dominion is increasing. The April total was no less than 15,418 tons, compared with 6,102 tons in April last year, and 4,292 tons in April 1908. The four months' figures show an even bigger increase. They reach this year 26,355 tons, a very big advance from the 8,907 tons total in the corresponding period of 1909, and the 8,149 tons total in the corresponding period of 1908.

Analysing the volume of trade returns as a whole, I find that the total value of exports to all parts last month was £47,150,869, an increase of £9,561,405 compared with April 1909, and of £9,672,303 compared with April 1908. The four months total is £174,813,124, an increase of £29,790,180 with the first four months of 1909, and of £18,004,380 compared to the corresponding period of 1908.

HARDWARE TRADE GOSSIP

Ontario.

D. Cinnamon, Lindsay, visited Toronto and London, this week.

J. R. Hambly, Barrie, and M. S. Madole, Napane, were in Toronto, this week as delegates to the Toronto Methodist conference.

The Toronto offices of the Sherwin-Williams Co., on York Street, are being remodelled, and the office staff are being given considerably more room.

The Russell Hardware Co., King Street East, Toronto, have a new and up-to-date delivery automobile for the carrying of parcels to their city customers.

George McLaughlin, of Fort William, will shortly remove to Winnipeg, where he will accept the position of western manager for Caverhill-Learmont & Co., Montreal.

J. R. Henderson, president of Brantford-Henderson, Ltd., Montreal, paid a personal and business visit to Toronto, Hamilton, London and St. Catharines, this week.

Neil McArthur, master plumber, North Bay, was in Toronto, this week, buying two cars of heating and one of plumbing supplies for small contract work in his home town. North Bay is growing some.

J. P. Conklin, traveling representative of Sanderson Pearey & Co., Toronto, in Southern and New Ontario, is at present down in Hot Springs, Ark., having the rheumatism boiled out of him. He will remain there for a month yet.

Sigmund Samuel, of Samuel, Benjamin & Co., metal dealers, Toronto, returned last Saturday from a three-months' visit to Europe. He says business in England is fair, though business men there complained a little about the state of trade.

C. C. Ballantyne, manager of the Canadian division of the Sherwin-Williams Co., spent a few hours in Toronto, on his way to the coast. From Toronto he went on Tuesday by way of Owen Sound and the upper lakes to Fort William.

Edward Gurney, W. C. Gurney, Richard Fisher and W. R. Gibson, are repre-

senting the Gurney Foundry Co., Toronto, at the American Foundrymen's convention at Detroit this week. On their way home they put in a couple of days at the gas convention at Hamilton.

Norman B. Reading, a director of May & Padmore, Ltd., makers of brassware and art metal goods, Birmingham, Eng., was a visitor to Toronto during the week. Thos. W. Kirby, manufacturers' agent, Toronto, who represents this firm, piloted Mr. Reading around the hardware trade.

W. J. Campbell, who represented the Lisk Mfg. Co., Canandaigua, N.Y., and the Sturges & Burn Mfg. Co., Chicago, the former makers of tin and enamel ware, and the latter manufacturers of milk cans, ice cream freezers, etc., has closed up his agency at 35 Wellington Street West, Toronto. The bailiff has made a seizure of the office furniture and samples. The Sturges & Burn people had some disagreement with Mr. Campbell, and some days ago obtained an order of replevin against him at Osgoode Hall. Mr. Burn was in Toronto last week and made some arrangement by which W. A. Drummond & Co., 173 King Street, East, will look after the disposition of the stock remaining in Toronto. Last winter C. Carscallen, of Hamilton, formed a partnership with Mr. Campbell to conduct this agency, but he retired from the partnership after a few weeks.

Quebec.

Robert E. Harris, president of the Nova Scotia Steel Company was in Montreal this week.

H. Valliere, formerly city traveler for Lewis Bros., Montreal, is now proprietor of the business formerly carried on by J. M. Guindon, Montreal.

W. D. Schultz, president of the Brantford Roofing Co., and F. Chalcroft, general manager, have been on a visit to the Montreal office of the company.

The Dominion Explosives, Ltd., have been authorized by the Dominion Government to increase their capital from the sum of \$99,000 to \$500,000.

A. E. Hanna, secretary-treasurer of the Dominion Wire Company Montreal sailed on the Empress of Britain last week with his wife and daughter for a holiday trip in Europe.

A winding up order has been granted against the Montreal Reduction & Smelting Co., Montreal. Louis J. Cartier, secretary of the company, has been appointed provisional liquidator.

Thos. R. Ellin, of the "Footprint" Works, Sheffield, has returned from a trip to the coast. Mr. Ellin is very pleased with his journey and speaks in great praise of Canada and of trade prospects.

Western Canada.

Jas. Dillon is erecting a hardware store at Fort Qu'Appelle, Sask.

W. H. Monaghan, of Weyburn, Sask., has sold his hardware stock and business to Zable & Warden.

The Cunningham Hardware Co., New Westminster, B.C., was awarded a contract for supplying that city with water pipe this year.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

Factory Supplies.—The Canadian Fairbanks Co., Montreal, have just completed their general catalogue, which will be ready for distribution July 1. The catalogue is profusely illustrated and is divided into the following sections. Fairbanks' Scales, Electrical Apparatus and Supplies; Pumps, Steam, Belt & Gasoline; Valves and Steam Goods; Railway and Contractors' Supplies; Small Tools and Supplies; Power Transmission Appliances; Safes, Vaults and Metal Office Furniture. In addition to the general catalogue, small sectional catalogues, as listed above, are being issued. The general catalogue consists of approximately 1,200 pages. Copy of this catalogue will be mailed free to those who are interested in receiving it if Hardware and Metal is mentioned.

Alarm Clocks.—A most striking bit of advertising matter is the "Tick Talk" folder issued by the Western Clock Mfg. Co., La Salle, Ill., in honor of its first "Ironclad" anniversary. The "Ironclad" is the alarm clock which lends itself specially for sale through the hardware trade, and during its first year nearly half a million of them have been sold. The "Ironclad" is a reinforced alarm clock in cast iron armor. Its claims are punctuality, solidity and cheapness. It has no delicate points; no wobbly legs; no flimsy shell; no exposed projecting bell—just plain, good, sturdy works in a plain, sound, iron shell. It is not made for looks; but for work. The folder is published to supplement the advertising campaign of the company and to give hardwaremen handling the clocks some selling helps. These include advertising pointers, window display helps, and the other hints useful in the sale of these alarm clocks.

Trade News from the Atlantic to the Pacific

St. John Hardware Merchants Improving Their Store Premises—Kingston Board of Health Gives Plumbers a Lot of Work—Building Active at Hamilton—Large Sums Being Spent on Buildings and Local Improvements at Port Arthur—New Hardware Warehouse at Regina—Vancouver After Alberta's Grain Trade.

ST. JOHN.

June 8.—The development of the hardware business in St. John, N.B., has kept pace with the advancement of the recent years, and it is doubtful if any city in the Dominion of equal size can show as many up-to-date and well conducted retail stores as the Canadian winterport. St. John has earned the name of a city that does things. It did not wait for the government to build wharves and warehouses to accommodate its rapidly growing steamship business, but went ahead and constructed the facilities itself at a cost of well over a million dollars. In the same spirit three quarters of a million has been spent to improve the water system and now nearly \$100,000 is being expended to provide permanent streets.

The same enterprise is shown by the merchants in improving and enlarging their stores. Only a few years ago Alexander M. Rowan erected a large brick and stone building on Main Street, north end, to meet the increasing hardware trade of that section of the city. More recently the firm of Emerson & Fisher, for many years located on Prince William Street, decided that their growing trade warranted their getting into larger premises and they built an imposing five-storey building on Germain Street for handling their wholesale and retail hardware business, tin shop, etc.

The latest important deal of this kind is the purchase by W. H. Thorne & Co., of a four storey building on King Street, which will be remodelled and added to their present quarters by the construction of a small connecting building in the rear of the present structures. The new addition will be utilized mainly for cutlery, silverware and cut glass retail departments on the ground floor and the upper floors will be used in connection with the wholesale. The necessary changes in the building are now being made.

The wholesale and retail firm of T. McAvity & Sons, King Street, are also making very extensive alterations in their premises. A part of the ground floor which has been used for heavy mill supplies is being converted into a salesroom for general smallwares, paints, etc. The display windows have been remodelled and the entire rear partitions are now composed of glass which gives the store a much brighter appearance. New sales counters and silent salesman cases have been ordered as well as a number of special wall cases. This firm has recently added a complete line of fishermen's goods to their stock and they find that there is a good demand for them.

McLean, Holt & Co., are planning to enlarge their retail store on Union Street for the better handling of stoves and cooking utensils, etc. The proposal is to make the store about double its present size.

From this programme it will be ap-

parent that the merchants of this eastern metropolis are wideawake and are ready to expand as the increasing trade requires it.

Alderman John B. Jones, who was elected to the city council for the first time in April last has brought up a matter that has been mooted from time to time in the council and by the local press, namely, the establishment of public sanitariums or "Comfort Stations." Heretofore the matter has been passed over, but it has now been referred to the city engineer to bring in a report. It is proposed that at least two of these stations should be provided, one in or near Market square, and the other in the vicinity of King square.

W. H. Thorne & Co. have been awarded the contract for supplying 500 barrels of English Portland cement for the water and sewerage department at \$1.75 per barrel.

John E. Wilson, was awarded the contract for supplying 40 main stop cock vault tops, at \$6.45 per set; 60 cast iron sewer manholes, at \$6.25 per set; 20 catch basin frames, at \$2.45, and a quantity of core castings at 3½ cents per pound.

HALIFAX.

June 4.—Hardware dealers report that trade is quite brisk and that collections are somewhat improved. The success of the fisheries in some of the districts has put money in circulation and this has assisted very greatly in stimulating collections.

Dealers report that prices ruling in all classes of hardware remain firm. Ready-mixed paints and paste glue are all firmer and higher than for a long time. This is owing to the very high prices of linseed oil and turpentine, which have reached the highest prices attained for some years, and there does not seem to be any prospect of prices being lower for some time to come.

This week some of the dealers report that linseed oil is slightly easier, but as the local stocks are very low, no change has been made in the price. It is stated that Paris green is now controlled by manufacturers' agreement as to selling prices and conditions, but it is understood that some customers got under cover before the agreement went into effect, and are therefore in a more advantageous position to quote terms.

There is a good demand for nails, the prices quoted being \$2.50 for wire, and \$2.60 for cut. Glass and white lead are both selling freely, and the demand for haying tools of all description continues good.

MONTREAL.

June 8.—J. D. Shaw, formerly with the H. R. Ives Co., Montreal, and then with the Modern Bedstead Co., Corn-

wall, has joined the staff of R. B. Coulson Mfgs. agent, Montreal. Mr. Shaw will represent Mr. Coulson in the different agencies.



JAMES D. SHAW, MONTREAL.

T. Moore, of T. Moore & Son, Montreal, has returned from a trip to England. He has secured the agency for Canada of F. W. Cotterill, Atlas Works, Darlestone, South Staffordshire, Eng.

James Crathern was buried on Saturday at Montreal. The funeral service at St. George's church was attended by many of the deceased's associates in business, public, and philanthropic works. The chief mourners were F. A. Crathern, nephew, David A. Lewis, who was associated with Mr. Crathern for over forty years, J. B. Learmont and Rutherford Caverhill, representing his father, George Caverhill, who was kept away by indisposition. The funeral was also attended by G. E. Drummond, J. B. Caverhill, Tom Caverhill, John Newman, Frank Newman, Harry Newman, and Archie Macfarlane.



J. R. MacKAY, MONTREAL.

J. R. Mackay, who has been with Caverhill, Learmont & Co., Montreal, for 24 years, has resigned his position on the road to accept one with Tellier,

THE WORLD'S BEST GUN IS A GREENER

This is not merely what *we* say. Facts prove it.

International Honors. Greener guns have taken highest honors at 27 International Exhibitions, from the first Exhibition of all Nations, 1851, to the culminating honor, the highest obtainable, the Grand Prix at the St. Louis Exhibition of 1904.

Shooting. The Great London Field Gun trials of 1875, '77, '78 and '79 conclusively proved the superiority of the Greener system of choke boring. Greener guns beat 68 guns by the world's best makers, and

the position they then attained has never been seriously challenged. All the world's best pigeon shooters: Dr. Carver, Captain Brewer, E. D. Fulford, Elliott Pennel, George Robbins, made their reputations at the traps with Greener guns.

Quality. The quality of a Greener gun is remembered long after the price is forgotten. There are many instances on record where Greener guns have been in use for twenty-five and thirty years without costing their owners a cent for repairs.

Finish. None can equal the Greener gun for beauty of design, strength and simplicity of mechanism and high class finish, no matter what the quality may be. Greener guns are made by expert gunmakers, having three generations of experience, and possessing a practical knowledge of the sportsman's requirements

Let us advertise the fact that you handle Greener Guns, and every sportsman in the district will visit your store.

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WORKS: LONDON and BIRMINGHAM, ENGLAND

Rothwell & Co., Montreal. He will cover Montreal city. A presentation was made to him on behalf of the warehouse staff of Caverhill, Learmont & Co., carrying with it all good wishes for his future success.

KINGSTON.

June 7.—The carpenters' strike has resulted in building operations being forced almost to a standstill. No buildings can be undertaken, while the strike is in progress.

This has been the busiest season the plumbers have had here, in many years, the result of the board of health calling upon property owners to put in the modern conveniences in all houses within a certain area. June 1 was the time first allowed by the board for the completion of the work, but the rush has been so heavy, that they found it necessary to extend the time another month. There are about seven hundred privy vaults in the prohibited district.

The west continues to attract young men in the hardware business. William Thornton, who for seven years, has been delivery clerk in the store of McKelvey & Birch, has left for Winnipeg, to take a position in one of the hardware wholesales there. Before leaving he was presented by the staff, with a gold watch.

HAMILTON.

June 7.—Permits already issued for factory additions aggregating in value \$600,000, with an expenditure of nearly \$4,000,000 assured by new concerns that have decided to locate here, and with prospects of doubling that amount before the end of the year, Hamilton is setting an industrial pace unequalled in the city's history.

The International Harvester Company announce that the additions to its big plant, instead of being limited to \$100,000, as first announced, will amount to near \$500,000.

LONDON.

June 7.—The wheels may soon turn again in the Wilcox Manufacturing company's plant as arrangements are being made for re-organization.

Building permits for May were about \$89,000, a little more than for the corresponding month of 1909.

The fine new building of the Hobbs Glass Works on York street is nearing completion, and a large quantity of heavy goods are already stored in it.

The Cowan Hardware Co., Dundas Street, is making good use of a large window left vacant next door when the Canadian Packing Co. closed out. It is filled with rows of English charcoal irons, a card directing interested parties to the store next door.

WINNIPEG.

June 7.—The interior of the Ashdown retail store is undergoing reconstruction just now to make room for enlarged store pace on the first floor. The elevator and stairway which at present occupies the centre of the store is being moved to the rear, and will afford better accommodation for customers in reaching the hardware and sporting goods department on the second floor.

John Johnson, manager Ashdown's jewelry department, has been seriously ill for the past three weeks in the hospital where he underwent an operation

last week. He is expected to be around in a few days.

The Canadian Oil Company, which suffered heavy loss recently by fire, has already commenced the erection of a new warehouse in Elmwood.

E. B. Smith, a local financial promoter, has organized the Dominion Tar and Chemical Company in this city, and a factory is now in process of erection. Several lines of goods will be manufactured which will be sold to the hardware trade.

J. E. McRobie, secretary of the Winnipeg Retail Hardware Association, left last week for a few days' visit to Chicago, where he will attend the convention of the United Commercial Travelers of America, of which he has been a member for many years.

REGINA.

May 30.—In describing the new wholesale hardware warehouse being erected here the "Leader" says:

"That Regina is being recognized more and more as a distributing centre for wholesale houses is being constantly shown by the erection of new wholesale warehouses in the city. The latest contract which has been let is for a wholesale hardware warehouse for

and of solid brick with the Dewdney Street elevation carried out in Menomonic red brick and cut stone with massive galvanized iron cornices. There is a large arched entrance with the firm name carved in stone. The whole design is simple and massive and appropriate for the purpose of the building.

"The construction is to be genuine slow-burning mill construction, and will be the first building in Regina to be erected throughout in this way. By this method the usual joist or cross beams are entirely done away with and the flooring, which will be six inches thick, will span clear from girder to girder. All posts and girders are extra heavy and are fitted with Duplex post caps throughout.

"On the ground floor are provided the following: Public space, general office, manager's office, sample rooms, vault, toilet and shipping office, all divided off by glass panelled partitions. There will be an electric hoist with automatic fire doors at each floor and the stairs at each floor are also provided with an automatic fusible link trap-door. There will be a shipping platform at the rear and shipping doors at the side. The building will be heated



Peart Bros.' New Wholesale Warehouse at Regina.

Peart Bros. Hardware Co., Limited, who have for some years been doing a large wholesale as well as a retail business. The former has now grown to such proportions and the opportunities for extension appear to be so great that it has been decided to separate the two branches of the business, and when the new wholesale warehouse is erected, this department will be managed from the offices of the new building and conducted separately from the retail store.

"The new warehouse building is 54 feet by 108 feet, four stories and basement. The walls are to be extra heavy

by steam. The architects are Storey & VanEgmond and the total cost of the building will be \$40,000."

J. A. Lindsay has disposed of the stock owned by J. A. & R. J. Lindsay, hardwaremen, Woodstock, N. B.

Fire gutted the works of the Malleable Iron Company, at Amherst, N. S., on May 30. The building is brick and is 200 feet long by 60 feet wide. In the past six months the works have been fully occupied, employing one hundred men, making the malleable castings for the car works at Amherst and in Montreal. The cause of the fire is not known.

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Good Goods.

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Our Catalogue of Technical Books for HARDWAREMEN,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. WRITE TO-DAY before supply is exhausted.

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The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

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Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg, June 9.—An extended period of dull weather has slightly affected the general business of the west but the hardware trade was the least affected of all. It would take something more than wet weather, snow or a few degrees of frost to stop the active building operations in the west. Together with the trade in such lines as are being used up at present the demand is growing strong for harvest tools, threshers' supplies and all wire fencing goods. When asked whether wholesalers have caught up with the trade since the recent holidays, a wholesaler remarked that his house had not caught up since last February.

The greatest difficulty has been the slow delivery of goods from the Canadian manufacturers. Goods from across the line come in more promptly. There is no complaint about transportation, nor in the substitution of goods but solely of the inability of Canadian factories to turn out supplies. As a result prices are going up or at least getting stronger. Solder is reported to be in the transition stage upward at present. Jobbers are not satisfied with the margin and may advance the price very soon.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Bolts—Carriage ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65 spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Blocks—Steel, 45; wood, 60 per cent. Cut Nails—\$3.10 per keg base; pressed spikes, \$3.50 base, usual extras.

Copper—Planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40; full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Cleaves—7½ cents per lb.

Enamelware—Canada, 50; Imperial 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 p.c.

Fittings—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.80; 22, and 24,

\$4; 26, \$4.20; 28, \$4.60; 30 gauge or 10¾-oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to 1, \$5; No. 2 and larger, \$4.75; feather-weight, \$6.15.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., \$2.45; ⅜-in., \$2.75; ½-in., \$3.30; ¾-in., \$4.10; 1-in., \$5.80; 1¼-in., \$8; 1½-in., \$9.50; 2-in., \$12.70; 2½-in., \$20.80; 3-in., \$27.40; 3½-in., \$34.20; 4-in., \$39; 4½-in., \$43.50. Galvanized, ¼-in., \$3.40; ⅜-in., \$3.70; ½-in., \$4; ¾-in., \$5.25; 1-in., \$7.60; 1¼-in., \$10.35; 1½-in., \$12.70; 2-in., \$17.

Logging Chains—5-16, \$6; ¾, \$5.50; 7-16, \$4.70.

Lanterns—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 19c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; Red Rose, 25½c; Silverlight, 16c; Keystone special, 20c; engine gasolene, 24c-25c; acme lamp, 28c; White Lily, 26c; Royal, 24c; White Rose, 22c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100-pound drums, \$2.75; turpentine, bbl. lots, 90c per gal; linseed oil, raw, \$1.05; boiled, 3c per gal. advance on this price.

Pig Lead—\$5. Lead pipe, \$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope—Sisal, 9½; pure manila, 11; British manila, 9½; lath yarn, 9½c.

Sheet Zinc—Casks, \$7.75; broken lots, \$8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Stove Pipes.—6-inch, \$8.69; 7-inch, \$9.31.

Terne Plates—I.C. plates, \$8.50.

Tin Plates.—I.C. charcoal 20 x 28 full

box, \$9.25; ¼ box, \$4.87½; IX, full box, \$11.25; ¼ box, \$5.87½; IXX., full box, \$13.25; ¼ box, \$6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., \$3.05; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Wire Nails.—\$2.80 Winnipeg and \$2.35 Fort William.

Wringers.—Royal Canadian, \$35; new easy, \$39.

NEW REVOLVER SELLING ARRANGEMENT.

Iver Johnson's Arms & Cycle Works, Fitchburg, Mass., have announced to the trade that henceforth their revolver will be sold under license, both by jobbers and retailers, and that the prices will be maintained. This will be a welcomed policy to dealers as it insures a stable market and uniform profits.

In discussing the change, Iver Johnson's Arms & Cycle Works, state that the reception accorded their new model Safety Automatic Revolver has been so gratifying that they feel it is incumbent upon them to protect in every way the dealers who are stocking heavily and pushing the new model, and that the right to fix prices on patented articles which is granted by the Government seems to open up the only logical way to secure a square deal for all. Dealers are advised to immediately obtain a copy of this new license from the firm.

SUBSTITUTION.

The smartest partee does not always come from the side of the clerk, as is shown by this incident related by Harold Skinner in the Bohemian:

"Good morning, madam," volunteered the cheery salesman.

"Good morning," echoed the pleasant-looking matron. "Have you something choice in real Irish lace?"

"Well—er—no; but here is something just as good at 75 cents a yard."

"Just as good?" doubtfully.

"Yes, indeed. In fact," confided he, "superior to the real article. How much do you wish, please?"

"Just a yard," with suspicious slowness. "Here's your money."

"But, madam," in confusion, "you have made a mistake. This isn't money."

"No?" agreeably.

"Why, no. It's a matinee ticket."

"So it is. But it represents 75 cents and while it isn't actual money, it's just as good."

And the salesman collapsed.

CAN FILL ORDERS NOW.

The Onward Mfg. Co., Berlin, Ont., announce that they are now in a position to fill orders for vacuum cleaners immediately upon receipt. Up to the present time the demand has been so great that supplies could not be manufactured as fast as required.

Ask US to quote you for

PARIS GREEN

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience and know that we can compete

:::

**HOYLE
ROBSON
BARNETT & CO.
LTD.**

HEAD OFFICES:

**35 CLOSE, NEWCASTLE-ON-TYNE,
ENGLAND**

CONTRACTORS TO
H. M. ADMIRALTY and WAR OFFICE

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

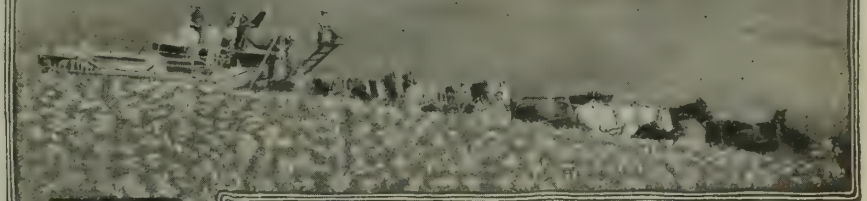
All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER ONTARIO

THE BEST SEED



T

HE selection of flaxseed is of first importance in the manufacture of pure linseed oil—for only with the best seed can the highest quality oil be made. We buy the choicest Northwestern No. 1 flaxseed and we re-

clean the seed thoroughly before crushing and pressing. This choice flaxseed and our exclusive "Screw Press Process" of manufacture produces a superior quality of pure linseed oil.

Our large mills in Montreal enable us to supply you promptly with

S-W Strictly Pure Screw Press Linseed Oil.

S-W Strictly Pure Screw Press Kettle Boiled Linseed Oil.

THE SHERWIN-WILLIAMS CO.

PAINT AND VARNISH MAKERS

CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.



"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



Breinigs Penetrating Stain & Wax Finish

These Stains give that Beautiful Soft Wax Finish now popular in High Class Wood Finishing. **A Perfect Finish** on any wood with one coat and specially adapted for our B. C. Fir Wood. Stocked in Flemish Oak, English, Brown, Weathered, Lt. Weathered, Green Weathered, Black Flemish and Brown Mahogany. Let us send you Samples of these Stains — They are Business Getters.

The Winnipeg Paint and Glass Co., Limited
EDMONTON WINNIPEG
THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

Col. W. B. Dickey will build a \$70,000 brick plant at Vancouver.

Cushing Bros. Co., will erect a sash and door factory at Lethbridge.

The Holland Varnish Co. are erecting a factory at Montreal, to cost \$20,000.

Work on the new factory of the Dust-bane Mfg. Co., at Ottawa, is well under way.

The Barclay Sound Cedar Co. will build a large timber mill at Albernie, B. C.

The Canadian National Carbon Co. will build a factory at Toronto, to cost \$17,000.

N. H. Bolton, of Minneapolis, will build a sash and door factory at Redcliffe, Alta.

Park-Blackwell Co. will build a brick addition to their factory at Toronto, to cost \$5,000.

Work will be started immediately on the Steges Silica Brick Co.'s new plant at Vancouver.

A permit has been issued for the erection of the plant for the Pacific Pressed Brick Co., Vancouver, at a cost of \$70,000.

On development and re-equipment with modern machinery the Dunsmuir Collieries, on Vancouver Island, \$3,000,000 will be expended.

David Dick & Sons, of Welland, have the contract for building the International Cork Factory at Port Colborne. Cost about \$40,000.

The National Bag and Paper Co. will build a factory at Ottawa, capable of turning out 1,000,000 paper bags daily. Work on the new factory will be started at once.

Smith & Sherborne, contractors, are erecting a five-storey building for the Vancouver Ice & Cold Storage Co., at Vancouver, at a cost of \$60,000; also a warehouse for Martin, Robertson & J. Burns, at the same place.

Vickers, Son & Maxim, will build a floating dry dock at Montreal, near Longue Pointe. The dock will be completed in a year, will have a lifting capacity of 25,000 tons and will be capable of accommodating the largest of ships visiting the port.

Municipal Undertakings.

The Claresholm, Alta., \$15,000 waterworks by-law was carried.

A \$11,000 water mains by-law will be submitted to the St. John, N.B., rate-payers.

The contract for c.i. pipes and valves for Quebec City, was awarded to L. H. Gaudry & Co., Quebec.

The by-law to authorize the expenditure of \$30,000 for sewage facilities at Peterboro, was carried.

Coldwater, Ont., citizens authorize the expenditure of \$23,000 for the installation of a gravity system of waterworks.

A by-law to raise money to carry the sewerage system along Richmond Ave., Victoria, B.C., has been passed by the city council.

Contracts for the construction of sewers amounting to \$159,385 were awarded

yesterday by the Montreal Board of Control to M. Dineen and L. Giguere & Co.

The contract for sewers at St. Catharines was awarded to Thos. Riley for different streets as follows: \$764.50, \$670.00, \$478.00, \$1,007.50, \$810.00, \$875.00.

The Point Grey, B.C., council are considering projects for an appropriation of \$500,000 to cover the cost of reservoir and site and the laying of mains. A by-law for \$250,000 will also be introduced for sewage works.

The Fort William city council awarded the contract for water pipe for city work to the Canada Iron Corporation, the price for the ordinary pipe is \$33.75 per ton and for "specials" \$60 per ton. The tender of the Kerr Engine Co. for hydrants and valves and of the Canadian Fairbanks Co. for two large hydrants were also accepted.

Public Buildings.

A new Roman Catholic Separate school will be erected at Amherstburg, Ont.

The Bell Street Methodist Church, Ottawa, will build a brick edifice, to cost \$20,000.

Tenders will be called shortly for a new Presbyterian church to be erected at Duart, Ont.

Tenders will be received until June 13 for the construction of an armory at Fraserville, Que.

Tenders are being received until June 14 for the erection of two technical high schools at Winnipeg.

Jay & Sons, Oshawa, have been awarded the contract for the erection of two schools at Lindsay.

The design of S. B. Bird, of Vancouver, has been selected for the new hospital at Ladysmith, B.C.

The contract for the new Presbyterian church at Merritt, B.C., has been let to Hyland & McLean.

The Canadian Pacific Railway Co. will spend \$10,000 in alterations to the old St. Lawrence Hall at Montreal.

Plans for a new theatre at Brandon have been prepared by Architect Sinclair. Estimated cost, \$30,000.

The Belleville Board of Education will ask the council for an appropriation of \$50,000 for a collegiate institute.

G. T. Martin, is the architect in charge of the erection of the Protestant General Hospital at Smith's Falls.

The plans and specifications for the proposed North End school at Halifax prepared by Architect C. W. Fairn, have been completed.

Tenders addressed to F. A. McCully, secretary, Moncton, N.B., will be received until June 17 for the construction of a school, known as Victoria School Annex.

A by-law will be submitted on June 17 at Moose Jaw, to erect a produce hay and stock market, \$30,000; an isolation hospital, \$15,000, and a sub-fire station, \$10,000.

The C. N. R. and C.P.R. have agreed as to building a union depot at Regina.

Plans have to be filed with the railway commission, after which work will probably be started.

General Building.

H. Kellert & Son, Montreal, will erect a warehouse.

The City House Furnishing Co. will build a warehouse at Montreal.

The annex to the Mona Building at Fort William will cost \$10,000.

Frank Darling & Co., Vancouver, will build a warehouse to cost \$40,000.

J. G. Kinnel secured a permit for the erection of a terrace of dwellings at Winnipeg to cost \$10,000.

Tenders are being called for the erection of the Trustee Company's new office building at Vancouver.

The contract for the big Clemen office at Winnipeg has been let to C. H. Simpson. The total cost is about \$85,000.

The contract for the Sinnot block at Lethbridge was awarded to Doyle & Thomas. The block when finished will cost \$80,000.

Recent building permits issued at Vancouver include: Adamson & Mann, \$35,000; W. M. Aconley, dwelling, \$5,500; Peter Agren, dwelling, \$7,000; C. R. Gilbert, apartment house, \$11,800.

Recent building permits at Toronto include: E. Pullan, addition to warehouse, \$11,000; L. M. Hall, six dwellings, \$12,000; Dunfield & Co., addition to store and office, \$12,000; T. Eaton Co., garage, \$63,000; J. H. Maguire, three dwellings, \$10,000; Mrs. G. Smith, dwelling, \$13,500.

Railway Development.

The contract for the construction of about 8½ miles of railway on the I. C. R. near Chatham, N.B., costing about \$200,000, has been awarded to Morrison & Clark, Summerside, P.E.I.

New Companies.

The Canadian Hardwood Co., Toronto; capital \$490,000; to manufacture and deal in wagons and vehicles of all kinds, as well as hardware. Incorporators, S. Johnston, R. H. Parmenter, A. J. Thomson, Toronto.

Canadian Marmorite Co., Montreal; capital \$150,000, to manufacture and deal in marmorite, glass and all kinds of glass articles. Incorporators, W. S. Barker, J. F. Lacasse, C. Rossner, Montreal.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Beekeepers' Supplies.—Wells & Wells, Dresden, ask where they can purchase one-pound racks for bee hives.

Ham & Nott, Brantford, make a specialty of beekeepers' supplies. A. J. Morgan, London, and J. A. Simmers, Toronto, also job some lines.—Editor.

Electric Batteries.—Steele Hardware Co., Parkhill, ask for the name of firms manufacturing reliable electric dry cell batteries.

Canadian Carbon Co., 12 Shuter St., Toronto.—Editor.

POLISHED SHEETS

"DOMINION CROWN"

BEST WORKING QUALITY
AND HIGHEST FINISH.

A. C. LESLIE & CO.,
MONTREAL LIMITED

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**

and SIEMENS-MARTIN
OPEN HEARTH STEEL

IVER JOHNSON SAFETY AUTOMATIC REVOLVER



The New Iver Johnson has features of absolute safety and durability found in no other revolver at any price.

Has No Flat Springs

The Iver Johnson is the ONLY revolver entirely equipped with spiral or round-wire springs, such as are used in U.S. Army Rifles. The

"HAMMER THE HAMMER"

safety lifter, exclusively in the Iver Johnson, makes accidental discharge absolutely impossible. The only possible way you can discharge an Iver Johnson is to pull the trigger.

Here Are Features Worth Talking About

Vanadium Steel Safety Lifter
Permanent Tension Wire Springs
New Cylinder Stop—best in the world
The most perfect grip

No other revolver has the exclusive selling points embodied in the Iver Johnson. Therefore no other revolver sells so easily and gives such satisfaction.

Send for Dealer's Proposition

IVER JOHNSON'S ARMS & CYCLE WORKS

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

Factory and General Sales Office: 330 River Street, Fitchburg, Mass.

New York: 99 Chambers Street

Pacific Coast Distributors:
Baker & Hamilton, San Francisco, Cal.

Southern Selling Agents:
Henry Keidel & Co., Baltimore, Md.



and consider the quality when ordering Bar Iron. London Bars are well known for their excellence, and price is attractive.

**London
Rolling
Mill Co., Ltd.**

London, Canada

Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

PATTERN FOR SCALE SCOOP.

Fig. 1 shows a view of scale scoop in two pieces. Draw sectional view of scoop as A.C.B. Fig. 2, one-half elevation being represented by D.F.E. Continue the lines F.E. and A.B. until they intersect at G. Divide A.C.B. into any number of equal spaces as shown by small figures. Draw lines through the points thus obtained to the line D.F. Draw lines from the points in D.F. to the point G. From the points obtained on the line D.E. drop lines to meet the line F.E. With G. as centre and G.F. as radius describe the arc H.I. on which lay out the stretchout and step off as many spaces as there is in A.C.B. Draw lines from the points in H.I. intersecting at G. With G. as centre and the various points on E.F. as radii

A range is used every day in the year, three times each day. Not so with a wagon, or plow or a handsaw. A range is a source of annoyance or a joy forever.

"Remember, the buyer who insists on cheap goods, be it a carpet, a dining-room suite, a buggy, a range or what not, expects as much of it as though it cost double the money. And remember, everyone is proud of an expensive article. They show it to their friends and tell them what they paid for it. They are like the fellow with his first diamond ring or silk-lined overcoat. They want others to see and notice it.

"Start by saying you want to show them something new in ranges. Call attention to the plain finish to keep clean. Go through the detailed points

every range is set up properly and give it immediate attention if complaint is made.

"After the sale is made, ask about it or write a letter and see if it is satisfactory. If pleased, it means more sales for you. It means his friendship for you and your employer. It means more than all this to you. It means your success. It means that one more friend says you are honest, that you have shown yourself a man, a good citizen and a man who will be paid for your services by some one, because you have a following, because you can sell profit-making merchandise and hold your trade. This applies in selling all lines as well as ranges."

NOVEL VENTILATING SYSTEM.

A novel ventilating system has recently been developed, which consists of a small electric fan connected to the window sill in such manner that it may be operated either to draw in air from the outside or to exhaust the air from a room. It is suggested that the value of this will be appreciated in a kitchen on ironing day, or when any baking is being done, as it prevents the heat from spreading through the entire house, besides making the kitchen itself more comfortable to work in.

PRESENTATION TO HARDWARE-MAN.

E. A. Humphries, of A. W. Humphries & Son, Parkhill, was presented with an address and a purse of gold last week by the Parkhill Choral Society, which he organized two years ago, and which held its second annual concert on May 31, Mr. Humphries acting as conductor. Referring to the concert editorially the Parkhill Gazette says:

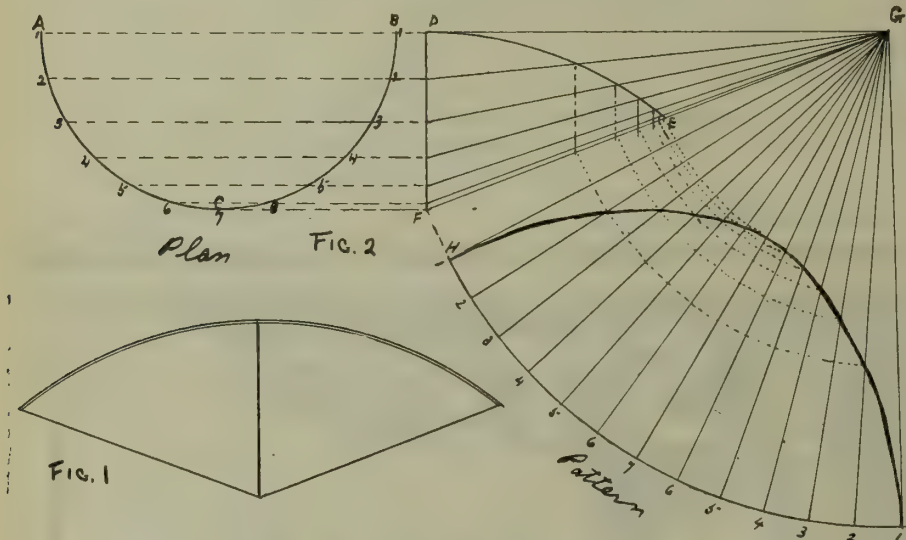
"The concert was a most successful affair and Ernest A. Humphries has our most gracious permission to have a swelled head if he likes. Men have had undue cranial developments without just cause, but in this case the cause would be quite sufficient to have such an effect."

DRUMMERS' SNACK CLUB.

The Drummers' Snack Club held their last outing at Alton, Ont., where all who were fortunate to attend spent a most enjoyable time. This season the committee have decided that Oakville will be a much more central place. The dates this year will be July 29-30, and this year's celebration promises to be bigger and brighter than ever. All information can be obtained from President Bay Hill, of the Hamilton Travelers' Association, Hamilton.

Robt. Moore, head of the wholesale and retail firm of Moore & Brown, S. Ste. Marie, died on June 7, after being ill about three months.

The Stratford Herald says: Fred. Stork, formerly of Brantford, (and ex-mayor of Fernie, B.C.), has been elected first mayor of Prince Rupert by a good majority. Watch the town grow.



Pattern for Scale Scoop in two Pieces.

describe arcs intersecting lines of similar number as shown. Then a line traced through the points thus obtained will be the pattern required for one-half of scoop.

Edges to be allowed. W. J. R.

STOVE SALESMANSHIP.

Some practical suggestions regarding selling stoves are given in a folder recently issued by a Chicago stove manufacturer. It says:

"Salesmanship is not a success if taken up in a haphazard way, but instead it requires the closest kind of study of human nature and of the article to be sold.

"Without enthusiasm and a feeling that you are selling an article that you yourself believe in, you cannot hope to make and hold as friends those you sell goods to. Try always to fit your customers so that they will be pleased, especially in selling ranges. Nothing in the home or on the farm in the way of an implement or tool is used as often as a cooking apparatus in the kitchen.

one at a time. Don't talk too fast. Give the customer's mind time to digest your last statement. Don't sing your sale talk like a set speech you had memorized.

"Occasionally, after calling attention to a point, say to the customer, 'You appreciate that as a point of convenience, do you not?' 'You like that drop door on the warming closet, don't you?' It forms a shelf for your wife to use in warming plates or keeping warm anything she wishes?' In this way lead out and interest the customer. When you find out the point which strikes most forceful, talk that one point to a finish and let all others be secondary. Be it the high closet, the oven, the reservoir, the ash pan, talk it and close the sale.

"Before the range is delivered, see that all parts are in place. See that all parts such as shelves, rails, reservoir, attachments or other parts are fitted to this particular range. Right here is where the local retail stove merchant has the best of catalog and mail-order houses. He can and should see that



No. 14

LOOK AFTER STOCK.

It would be advisable for the merchant to take a glance through his stock about this time. Probably since the heavy spring consignment came in no attempt has been made to see if any particular line is short. With the regular calling over of stock that some merchants have instituted—there are men with a very heavy trade in paints who go through the process every week—slight chance exists of any line running out, but when there is little check once the demand is in full swing, a very great danger is run of some shade or size of tin becoming sold out unbeknown to the merchant.

The store gets a hard knock when a customer enters, orders a special paint, and the merchant hastens to get it down from the shelf only to find, like Mother Hubbard, that the place is bare. Nothing leaves a worse impression on a customer than to be told in the first instance that the paint is in stock, and then afterwards to be informed that a mistake has been made. The idea is at once formed that the merchant is not alive to his trade, and probably the customer goes to another store.

If the merchant in question has been instituting a very keen educational campaign such an incident is unfortunate. So far as that customer is concerned all his labors are thrown away. Some other merchant gets the benefit. People are very conservative in their buying. Once satisfy them and they continue to visit the store. But on the other hand once disappoint them, after holding out promises of being able to supply the goods, and the store is more often than not for a long time barred.

To run out of any particular line is very easy especially if the merchant carries a heavy stock and of many varieties. There are so many color shades on the market, and it is so necessary to carry a comprehensive stock, that the most careful watch must be kept on the shelves.

The taste of a community is sometimes hard to gauge. A run may be made on a shade that the dealer little anticipates. All these things must be taken into account. It must be forgotten that the man with the goods on hand gets the sale, not the man who is prepared to order forthwith.

Merchants, therefore, should call over their lines regularly, and when necessary order promptly. Nothing is gained by putting off the order. The window green may have come down to a few odd tins. Do not put off ordering some more, because you are expecting to send in a general sorting up order in a few days. A sudden rush may come in for the remaining greens, and then the mischief is done. The order that is sent off promptly is received back promptly, and the merchant is thus safe. Do not prejudice a demand simply to save a little trouble.

ELASTIC, as its name suggests, gives no bother, because it won't check nor flour. Satisfies far better than ordinary varnishes, yet costs no more than they. You can recommend it for the job your most particular customer is most particular about.

**The
All-Use
Finish**

ELASTILITE

Has the looks of fine coach varnish, yet **STANDS THE WEATHER.** Good in doors or out—flows nicely, brushes easily, dries perfectly. Will you have free sample tin to prove it? Then just address

**Imperial Varnish
& Color Co., Ltd.**

6 Morse St., - Toronto

*Carried in stock, with our
other Perfection Products, at*
108 Princess St., Winnipeg
and

550 Beatty St., Vancouver



Tacks for all purposes

Carpet Tacks

Swedes Cut

Upholsterers'

Cheese Box

Double Pointed

Shoe Tacks

Shoe Nails

Shoe Rivets

Clinch Point Rivets

Cobblers' Rivets

We guarantee the quality of "M.R.M." brand Tacks.

The Montreal Rolling Mills Co.

Montreal

PAINT AND OIL MARKETS

MONTREAL.

June 10.—The prominent feature of the market is the sagging tendency not only in linseed oil, but in turpentine. The cut last week in linseed oil is now followed by a 3c decline and the market is naturally in a very uncertain state. Turpentine is feeling the new crops, and with supplies plentiful and the demand showing a falling off prices were bound to be influenced. Other lines are unchanged.

Trade generally maintains a very good level. The weather conditions are all against business, but still painting is being largely done, and dealers are generally satisfied with the consumptive demand.

Turpentine.—With a falling off in the demand, generally felt at this time, and probably accentuated by the unseasonable weather, and the abundance of turpentine on the market through the new crops, prices have been cut 3c, and we quote 81c for single barrels.

Linseed Oil.—Linseed oil is still on the down grade. The cut last week of 2c is now followed by one of 3c. Unexpected stocks of seed apparently have been disclosed, while the English market is still acting against firm figures. There is great uncertainty as to the future of the linseed oil market, and experts are at loggerheads as to whether the market will get back to former figures, or whether a lower average will be maintained until the new crop comes along. We now quote 87c for raw and 90c for boiled.

White Lead.—The market is very little changed from last week. The sagging in linseed oil seems to have induced a slight weakness in white lead, but prices are unchanged under a steady demand. We quote: \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Red Lead.—The demand is fairly good, some heavy orders going to some of the large construction centres. There is now a plentiful supply of lead on the market, and no difficulty is found in meeting orders. Prices are unchanged, and we quote: Genuine red lead in casks, \$4.75; in 100-lb. kegs, \$5.25; less quantities at \$6.25 per 100 lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and small quantities, \$5.75.

Putty.—Putty continues to move well, although the first great rush is over. The boats are not so heavily laden, but still most assorted orders contain a good proportion of putty. No change in prices is announced, and we quote: 100-lb. drums, \$2.45; bladders, in barrels, \$2.70.

TORONTO.

June 9.—The unreliability of predictions is once more shown in the prices of linseed oil and turpentine this week. At the close of last week both these commodities began to strengthen, and the probability was for slating higher prices. But Saturday brought about a tumble and both these goods show declines.

General trading in paints continues steady. Paris green shipments have eased up, but turpentine has sold in bet-

ter quantities the past ten days than for two months back. There is a slight lull in ready-mixed paints, orders now received not calling for very large quantities. Prices, other than for oil and "turps," are steady and unchanged.

Some United States paint manufacturers have again advanced prices on prepared paints; this time to \$2 a gallon. The minimum quotation obtainable is \$1.85 a gallon. The hardware trade across the line is paying 20 cents a gallon more for paints this spring than a year ago.

In rosins there has been a steady advance in the dark colors.

Linseed Oil.—The strengthening tone to the local market towards the close of last week has proven to be a delusion and prices began tumbling last Saturday, when a decline of 2c was noted. During this week there have been further cuts. Under a continued dull market in Great Britain prices for linseed oil declined until they have reached as low as the producers in Canada say they can possibly produce oil for at present. It is amongst the possibilities that prices may advance in England several cents during the month of June, as there does not appear to be any extraordinary supply of seed coming forward there at the present time. In Canada and the United States it is improbable that there will be any new crop sooner than September, and it is believed that all the crop of last year is now in the hands of crushers of seed, and bought at a very high price. The local quotations are unsteady, nearly every house offering a different price. The range runs from 85c to 88c for raw oil in single barrels, and from 88c to 91c for boiled oil—a decline of 5c.

Turpentine.—As with oil, turpentine has shown an easier tone, and the past week has seen an unexpected decline. This has been brought about by consumers believing that the price was too high, and that with new turpentine coming forward there must be a considerable decline. They have been allowing their stocks to run very low; consequently, a certain amount of accumulation occurred at both Jacksonville and Savannah, but the accumulation is very much below the quantity held last year at the same time. Figures indicate that there is in hand about 25 per cent. of the amount held in 1909 at this time, so that if the reports are correct that consumers have been waiting to place their orders the market may come up to the same figure at which it has been maintained for the month of May. The local quotation has shown a decline of 3c, the price asked being 80c straight for single barrels. Sales are exceptionally good and large quantities are moving.

White Lead.—There is very little of interest to report. Demand keeps fairly steady, though orders this week are not so bulky as they have been of late, and a few withdrawals of contracts have



WITH THAT
WHITE LEAD I DEFY
COMPETITION



IT BEATS THE DUTCH!

As a paint-wise man, you know the merits of the old Dutch process of corroding white lead. Many a long year ago, the British House of Brandram began to manufacture by its own improvements on this process. With the coming and going of generation after generation, it has become generally recognized that the best White Lead made anywhere is

BRANDRAM'S
B.B. Genuine
White Lead

Its superiority is due to the improved process of corroding, and the skill and experience in grinding no less than *five times*—insuring body, fineness, whiteness and durability.

Why not handle the best? Write to-day for prices and pointers.

BRANDRAM-HENDERSON LIMITED

Montreal
St. John

Hallifax
Toronto

Winnipeg

PAINTS FOR ALL PURPOSES

A Great Line For the Dealer

It's much less work for the dealer to push one line of paint than it is a half dozen different lines. When the question of quality on one kind of paint is established it carries the supposition in the customer's mind that other kinds of the same make are just as good. And this is especially so of

The Martin-Senour Paints

For instance, one use of the **Martin-Senour Paint—100 per cent Pure**, is a recommendation to try the **Senour Floor Paint**—and it, in turn, gives such satisfaction that it suggests the use of other paints of the same make. All this without a word from the dealer. You should confine your efforts to one manufacturer's goods—don't scatter your shot, you'll make more money, too. Get our dealer's proposition and don't waste your energy trying to popularize a dozen different brands of paint for as many purposes. You'll find 'em all in our line. Write today.

THE MARTIN-SENOUR CO., Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co.,
Limited.

Halifax, Nova Scotia



Add to your reputation and profit

by handling **Sani-Flat**, the durable Oil Paint, that produces a dead flat finish, smooth and soft as velvet! Covers perfectly, is easy to apply, is sanitary and unfading, very durable and economical.

is made
in white and
twelve colours.

A line that will prove a popular one in your paint department. Write for colour card and prices.

Benjamin Moore & Co.,

LIMITED
WEST TORONTO
CLEVELAND

NEW YORK

CHICAGO

SANI-FLAT

been made. Prices rule unchanged, with the market steady. Pure white lead runs from \$5.65 to \$6.50; and No. 1 from \$5.25 to \$5.65.

Red Lead.—The market is rather dull. Sales are still made at old figures—\$4.25 to \$5.25 per hundred in casks—but orders call for small lots.

Seasonable Lines.—Prepared paints are weaker in volume of sales, and paris green shipments have declined appreciably, although hardwaremen say farmers are buying fairly large quantities. This should be a good and satisfactory selling season for paris green, as prices have been stationary and more steady than in some recent past years. Brushes and glues, floor paints and ceiling and wall coverings have been fair sellers, as also have furniture polishes.

Petroleum.—Coal oil, benzine and gasoline are selling steadily and fairly well at unchanged prices.

POINTS FOR ALL.

The finding out by a salesman just what purpose a customer wants to use paint for and a knowledge on the part of the salesman as to the paint best adapted for the purpose are two essentials in building up a permanent paint business. The average clerk in a store has a limited idea, outside of house paints, of what particular kind of paint is best suited for any especial purpose.

When a customer has paid for paint and spent time and labor in applying it, and then the job turns out unsatisfactorily, the customer is apt to return to the store, not to buy more paint, but to condemn the goods and the one who sold them. On the other hand, a customer who finds the paint entirely satisfactory will probably buy all he wants in this line of the same merchant.

For the purpose of being in a position to educate their salesmen and attract the public to this line of goods, members of a Newark firm visited manufacturers of the goods they handle and gathered a large amount of valuable data. This not only included knowledge of the use of house paints, but also that pertaining to enamels, stains, finishes, varnishes, shellacs, japan, dryers, etc. To put the clerks in possession of talking points and to enable them to talk intelligently when recommending particular paints for special purposes, hand-printed cards are stood on small wire easels on the cans of the various kinds of paints. The evidence of thorough knowledge of the goods as shown by the cards impresses customers favorably, while waiting for a salesman.

To keep the subject of paints constantly before the public, and to impress people with the fact that they are handling a line of good paints, the firm has a particular place reserved in one of its show windows for what they term their "Weekly Paint Talk." This announcement appears on a neatly printed card. A different line is displayed each week, with cards explaining the use for which the goods are designed.

A window recently devoted to boat supplies displayed launch wheels, lanterns, life preservers, anchors, whistles, air pressure or gasoline tanks, yacht toilets, oars, galvanized nails, bolts and coach screws, copper nails, etc. The "weekly paint talk" was devoted to

varnish, cans of which were on a stand with two hexagonal shelves. The card which did the "talking," explained that this was a high-grade varnish for boats or exposed woodwork, and gave prices of different sized cans.

Other cards gave information regarding copper boat paint, red and green, also marine engine enamel, red or green.

The plan of showing only boat paints in connection with boat supplies is an excellent idea, and would naturally cause those who were interested in boats to associate the firm, not only with boat supplies, but also with all kinds of boat paints.

VARNISH DEMONSTRATIONS.

The International Varnish Co., Toronto, have this spring inaugurated a "Lacqueret" demonstration campaign, in which the merits of this product for use in the home are shown and tested. Up to the present demonstrations have been given in about a hundred hardware stores in Ontario.

Last Saturday three representatives of the company gave demonstrations in the hardware stores of A. Westman and Kilpatrick Bros, in London. Advertising in the local papers and circular letters to customers gave the announcement beforehand, and practical demonstrations of the use of "Lacqueret" in varnishing old furniture and woodwork given by the company's representatives, showed the quality and merits of the "Lacqueret." So successful were the demonstrations that at one of these stores alone 800 carnations were given away as souvenirs to ladies during the day, besides some hundreds of "Lacqueret" cut-out toy houses to children.

Next week the company will inaugurate a demonstration campaign in the west and east, starting at Winnipeg and Montreal, respectively. It is their intention also to get out some window display sets for distribution among the trade.

ONTARIO AGENT APPOINTED.

The Dougall Varnish Co., Montreal, associated with Murphy Varnish Co., New York, have lately appointed J. G. McVeigh as their representative for Western Ontario, with headquarters at Toronto. Mr. McVeigh is an old Brockville boy, who for the past five years has been connected with the Murphy Varnish Co., two years in the office sales department and later on the road, principally as New York City salesman. The experience Mr. McVeigh has acquired in this field should be of great advantage to him and the varnish users in Canada with whom he does business.

The Dougall Varnish Co. have just completed arrangements whereby they will manufacture and handle as selling agents for Canada The Wilson Remover Company's (New York) Varnish Remover "Lingerwett" and arrangements have been made to demonstrate this varnish and paint remover in all the large Canadian centres.

THIS LETTER, WHICH IS REPRODUCED BY THE KIND PERMISSION OF THE SENDER, TESTIFIES TO THE DURABILITY OF THE CANADA PAINT COMPANY'S PAINTS UNDER SEVERE CLIMATIC CONDITIONS.



Auditor General's Office,
St. John's, Newfoundland.

March 31st, 1910.

The Canada Paint Co.,

Gentlemen:—

Will you kindly send me quotations and color card of Paint suitable for painting the exterior of a house.

Some twelve years ago I purchased from your firm the Paint I required for my house, and although only two coats were put on it is only now that it needs re-painting.

Will you also be good enough to ascertain the freight per package, by steamer line running from Montreal to this point.

Yours truly,

F. C. BERTEAU.



Paint for the Barn



After the house comes the barn. The demand for Ramsay's House Paints this Spring has been and is yet enormous.

After the house then comes the barn, the roofs, the fences, the bridge.

Have you a paint for this? Or are you neglecting this valuable money making part of the paint business.

Ask about

RAMSAY'S OUTSIDE PAINTS

for all kinds of cheap outside work. Tons and tons of these paints are used every season and all the year around for this class of work.

You should know all about these paints and what money there is in the line. You can find this out easily by just dropping us a card.

**A. RAMSAY &
SON CO.** The
Paint
Makers
MONTREAL

PAINT THAT PAYS

There's just one paint that you can handle which never fails to satisfy—

NEW ERA PAINT

"New Era" Paint pays you handsomely in the excellent profit it leaves, and it pays your customer to use "New Era" because it covers more surface, lasts longer and holds its color better than any other prepared paint.

WRITE FOR PRICES.

Standard Paint & Varnish Works Co.
LIMITED

WINDSOR, ONT.

The RUBEROID Man

This picture of the RUBEROID man is on the outside of every roll of genuine RUBEROID Roofing. There are more than 300 imitations of RUBEROID. This is one of the strongest proofs of its high quality. A worthless article is never imitated.

RUBEROID

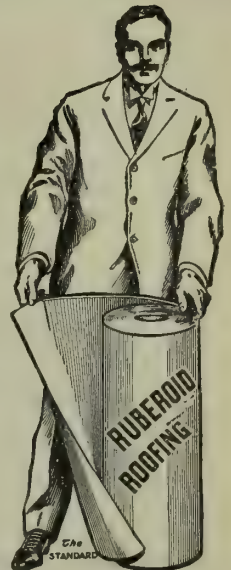
TRADE MARK REG.

Roofing

RUBEROID is the original ready-to-lay roofing. It is not only used on business buildings, barns and school houses—but also on private residences. Are you a "Ruberoid" dealer? Have you plenty of Ruberoid signs, booklets, etc.? If not, write us for a generous supply.

THE STANDARD PAINT COMPANY OF CANADA,
LIMITED

286 St. James Street, : : MONTREAL



HERCULES

Sash Cord

Buy the Best.

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by all Wholesale Dealers.

IT WILL PAY YOU

to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you are looking for.

There's no argument required to sell



You have only to mention its many uses in the home, in brightening up old furniture or dingy woodwork, to effect an immediate sale.

"Lacqueret" is neither a paint, enamel nor varnish, but a brilliant and transparent lacquer. It dries hard, and remains hard, colors will not fade, can be applied by anyone and is thoroughly sanitary.

Keep a full line of this wonderful seller.

INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO and WINNIPEG

New York

Chicago

London

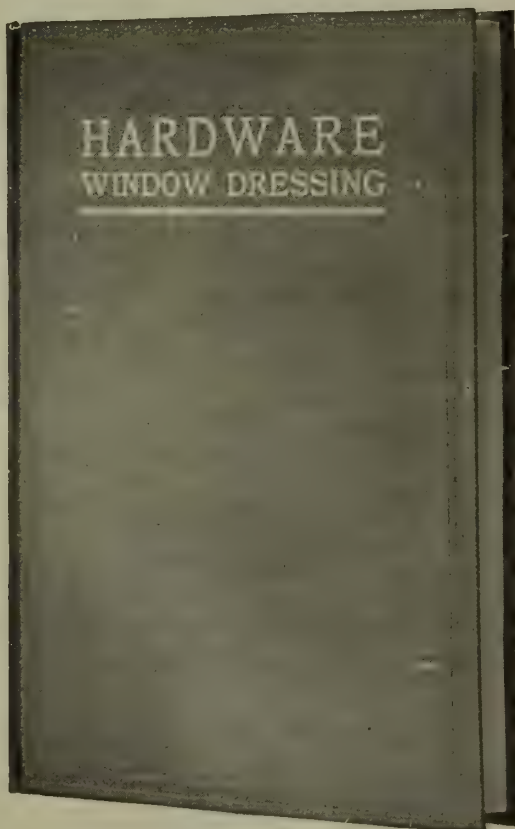
Berlin

Brussels

2380



**The Brightener of
the Home**



You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one or them will bring enough extra trade to the store to pay for the book many times.

26 Pages

8x11 Inches

300 Illustrations

Price \$2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 111-127 University Ave., Toronto

Varnishes

Do you realize that we spend more money each year in publicity advertising on **Green Label Varnishes** and **Jap-a-Lac** than is spent by all of the varnish manufacturers in the

United States and Canada for this kind of work?

Think what it means, and the enormous business we must produce to be able to make this statement. When we tell you that 50,000 dealers and 400 jobbers handle our goods (exclusive of foreign business) it will give you some idea of how we can afford to spend this enormous sum each year in advertising.

We feel that every dealer in the country ought to buy **Glidden's Green Label Varnishes** and **Jap-a-Lac**. Why? Because the demand is being created by us with our money, and HE can reap the benefit if HE wishes.

Our advertising is educating the public to use varnish. Thousands are told of the uses to which it may be put. People are using **Jap-a-Lac** and varnish who never knew such useful and necessary things existed before we advertised them.

We have sent millions of people into the stores to ask for **Jap-a-Lac** since we started to advertise ten years ago. This is business we have created for YOU, as well as for ourselves. All we ask in return is your co-operation.

The combination **Glidden's Green Label Varnish** and **Jap-a-Lac** proposition shows more NET PROFIT than ANY OTHER varnish or colored varnish proposition on the market.

An advertising campaign, as extensive as ours, on articles showing more profit TO YOU than unadvertised lines, is worth your serious consideration. THINK IT OVER.

We have never talked quality, because the good dealer knows the quality is there; to all who doubt this, let them put our goods on a board against what they believe to be better, and weather-test it for two months—that will settle all talk to the contrary.

Don't forget:

FIRST.—We spend more money in publicity advertising than all other varnish manufacturers in the world.

SECOND.—We can show you a greater net profit on our goods than on anything else you can handle in the varnish line.

THIRD.—No manufacturer is putting better quality into a can of varnish than we are.

FOURTH.—We can PROVE every statement we make. Will you LET us?

Glidden

Address:

The Glidden Varnish Co.

Toronto, Ont.

Berry Brothers'

Famous Varnishes

LIQUID GRANITE

Most durable finish made

LUXEBERRY WOOD FINISH

Best hard oil finish on the market

SPAR VARNISH

STANDS THE WEATHER WELL

Send for Booklets and Prices

Berry Brothers, Limited
Walkerville, Ontario

THE
Dougall Varnish Co.

LIMITED

Montreal : : Canada

VARNISHES
OF FINEST QUALITY

FOR

RAILWAYS
BUILDINGS

PIANOS
FURNITURE

CARRIAGES
WAGGONS

ALSO

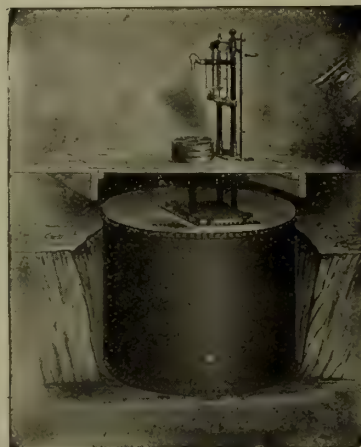
LINGERWETT

Varnish and Paint

REMOVER

Associated with Murphy Varnish Co., U.S.A.

Turn Your Losses Into Profits



Every drop of oil you are now losing through leakage, evaporation and waste means just so much out of your profits.

Stop these losses, turn them into profits by selling your oil from a Bowser Self-Measuring Oil Tank. The Bowser adds to your profits every year an amount that would surprise you.

Is not an investment like this at least worth a thorough investigation? It will cost you but one cent to send a postal for Catalog 15. Write to-day

S. F. Bowser & Co., Limited
66-68 Fraser Ave. - TORONTO

If you have an old Bowser and Want a new one, write for our liberal exchange offer.

BUTT HINGES

With an established reputation for quality---that's the kind that it pays best to sell.

And that's the line you will be selling if you insist upon your jobber supplying you with the Cowan & Britton make. We make all kinds and sizes of Steel Hinges, Hasps, Staples and other Builders' Hardware.

Cowan & Britton, : Gananoque, Ontario

HERE'S
A
READY
SELLER!

For front doors, and all surfaces exposed to the weather, sun, heat or cold

BRANTINE EXTERIOR FINISH

meets the most exacting requirements. It is light in color, works freely, dries quickly, and wears extremely well. Is very elastic, and never cracks, blooms nor turns white. A line you can handle with satisfaction and excellent profit. We can supply everything required by the Western Painting Trade from our new Winnipeg Branch at 78 Lombard Street. Write for prices.

Winnipeg, Man., 78 Lombard Street, Phone Main 9944

Montreal, Que., 472 Delorimier Ave., Phone Bell East 442

**SCARFE &
COMPANY**

Head Office and Factory
Brantford, Ontario

OAKEY'S

The original and only Genuine
Preparation for Cleaning Cutlery. 6d. and 1s. Cansisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

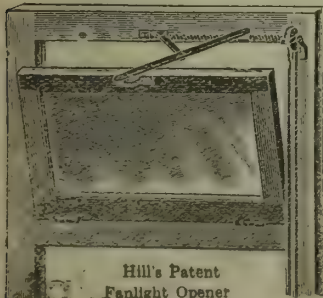
Emery, Black Lead, Emery, Glass
and Flint Cloths and Papers, etc.

Wellington Mills, London, England

JAMES HILL & CO., LTD.

Cable: James Hill, London.

IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent
Fanlight Opener
from 2/9 each.

Hill's
Patent
Locks,
Hinges,
Anti-Panic
Bolts

and all kinds
of Fittings
and Hard-
ware.

Castings,
etc.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

WINDOW GLASS IMPORTS ARRIVING

We are pleased to announce that our customers' imports are now arriving, and deliveries in some cases have already been made.

From reports we have had, this glass is arriving in splendid condition.

We have good stock for sorting up orders.

Consolidated Plate Glass Co.

LIMITED

Toronto

Montreal

Winnipeg

"Banner" 1910

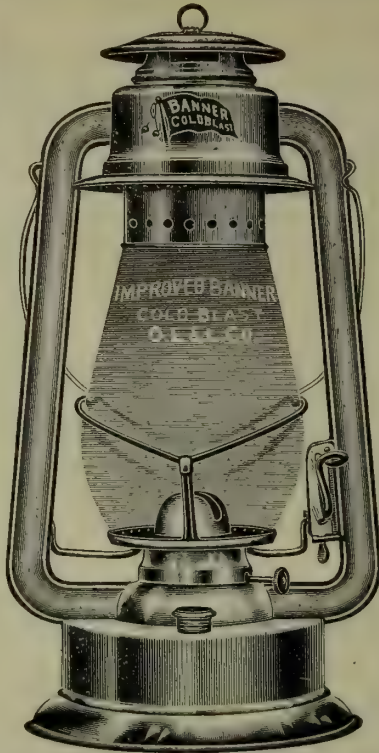
The Cold Blast
Lantern

Constant
Supervision

Skilled Mechanics

Best of up-to-date
Machinery

Handled by all Jobber



"Banner" 1910

New Improvements

Lift, Air Chamber
Guard, Tubes
Screw Cap
and Handle

Ask for Descriptive Catalogue

ONTARIO LANTERN & LAMP COMPANY, LIMITED

HAMILTON

ONTARIO

The LATEST TRIUMPH in MODERN LABOR SAVERS

is the Famous

"NEW CENTURY"

**harnessed to do all the
hard work of washing.**

The Motor is gearless, simple, powerful
and NEW CENTURY quality all the way.

It's the BEST MOTOR hitched to the
BEST Washing Machine made and they're
on hand ready for immediate shipment.

Eastern Agents:

W. L. HALDIMAND & SON,
Montreal

Western Agent:

HARRY F. MOULDEN,
Winnipeg

Makers: **Cummer-Dowswell, Limited - Hamilton, Ont.**



YOU CAN MAKE MONEY BY HANDLING OUR DIFFERENT GRADES OF

BABBITT METALS

We co-operate with the dealer, and send out advertising matter in our mutual interest. Write for prices and be convinced. We also manufacture all grades of tinnern's and plumbers' solders.

The James Robertson Company, Limited,

Montreal
St. John

Toronto
Winnipeg

THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



Maxwell's Latest

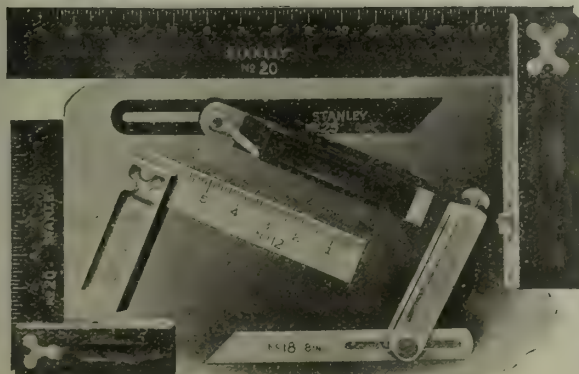
is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.



Stanley Tools

The Blades and Handles of STANLEY TRY SQUARES are firmly riveted together at a true right angle, thus ensuring their being square both INSIDE and OUT. The Blades are accurately graduated and the Handles have the "HANDY" feature.

Both edges of the Blades of STANLEY TRY SQUARES and BEVELS are machined.



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



FACTORY SITE, WITH BUILDING AND WATER POWER, TO LET

Factory site, with building and water power, for lease in the town of Dartmouth. Premises until lately occupied by the Dartmouth Light and Power Co. Building is new and is situated on main thoroughfare. Modern water wheel already installed and ready to belt on to main line. The town of Dartmouth is glad to grant concessions to manufacturers. This is a good opportunity for company with limited capital. Write us if interested.

STARR MFG. CO., LTD.,
DARTMOUTH, N.S. CANADA

CORN AND BEAN PLANTERS



King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

THE RETAILERS class the houses which advertise in their trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

SPUR OF THE MOMENT ORDERS come to Hardwaremen for

BELTING

and the WISE merchant should keep a small, well assorted stock of LEATHER BELTING ready for the EMERGENCY.

YOU try it. You'll get the business, and always get it.

We can supply you with anything and EVERYTHING IN LEATHER BELTING and LACE LEATHER.

OUR LEATHER BELTS stretch less than any other.

A TRIAL ORDER WILL CONVINCE.

J. L. GOODHUE & CO., LIMITED
DANVILLE, P.Q.

Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

ORNAMENTAL IRON WORK WIRE CLOTH AND WIRE GOODS

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish. **Inquiries Solicited.**

CANADA WIRE GOODS MFG. CO.
HAMILTON

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE



Sole Agents for Canada

James Hutton Company
Montreal

BLACK JACK

QUICK—CLEAN—HANDY

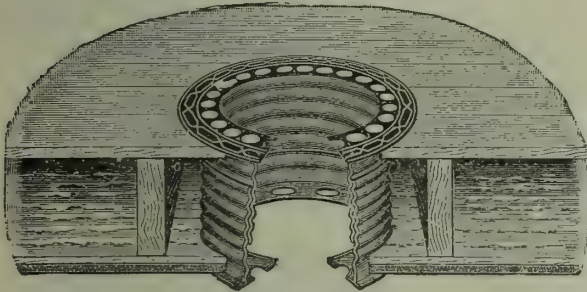
TRY IT



SOLD BY ALL
JOBBER

¾-lb. tins—3 doz. in case.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

Neptune Unrivalled Patent Steel Wire

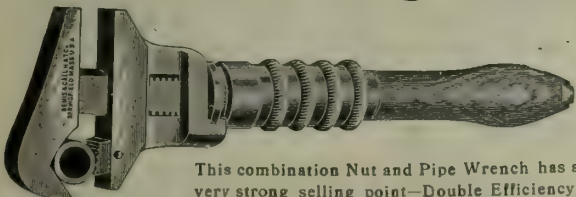
is the Strongest, Most Elastic and Most Economical Wire on the market. The 12½g. and 14g. will save you over 60 per cent. as against No. 8 and 10 gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
NEPTUNE UNRIVALLED," 12½g.....	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g.....	1125 lbs.	471 yds.
NEPTUNE UNRIVALLED," 14g.....	730 lbs.	2000 yds.
Ordinary Galvanized Wire 10g.....	720 lbs.	729 yds.

Manufacturers: Felten & Guillaume, Lahmeyerwerke-Actien-Gesellschaft Carlswerk, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to saves him time and trouble. You can sell a lot of these Wrenches - make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO, ONT.

EUROPEAN OFFICE: 110 HOLBORN, LONDON E.C. ENG.

Our Improved Automatic Compressed-Air Sprayer

is the most satisfactory hand machine now in the market for

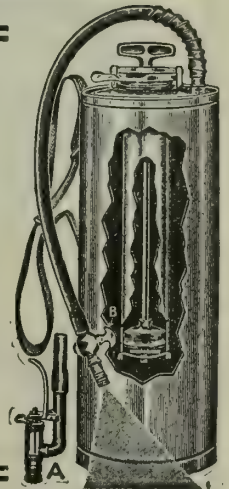
APPLYING PARIS GREEN TO POTATOES

It is substantially built and every Machine is GUARANTEED. It is the handiest Sprayer for general purposes yet produced. A boy can do the work. Saves time, labor and material. Working parts all brass. Made in Galvanized iron or brass. Ask for 1910 Model.

CAVERS BROS.

Manufacturers

GALT, ONT.



Glues, Gelatines, Size, Etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

RIVETS

of any description

BRASS—COPPER—IRON

Perfect Goods

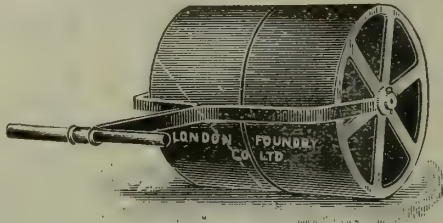
Prompt Delivery

Trial Orders Solicited

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

Tea and Coffee in Perfection!

Everybody drinks more or less Tea and Coffee, and there is no method known of making such perfect Tea or Coffee as brewing it in our

HYGIENIC Coffee Percolator

It is furnished with our new Monarch Regulating Lamp, and is handsomely finished.

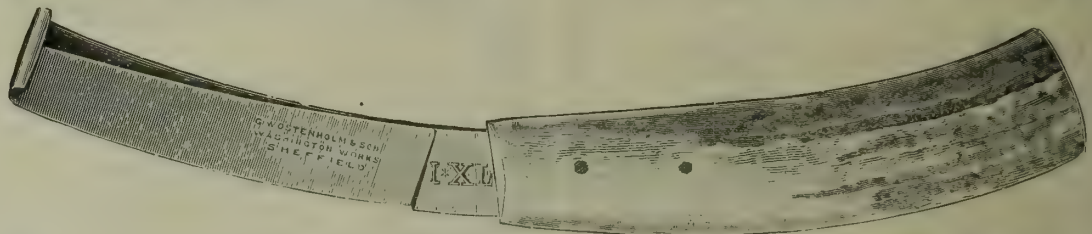
Write for our new Illustrated Catalogue.

**The Buffalo
Mfg. Co.**
BUFFALO, N.Y.

Canadian Representatives
H. F. McIntosh & Co.
28 Toronto Street
TORONTO



Wostenholm's I-XL Farriers' Knives



Hand forged, bone handle. 3½ inch blade.
From ½ to ¾ inches wide.

Insist on getting I-XL goods

Canadian Representative; **A. MACFARLANE & CO.,** Coristine Building, Montreal

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
Marlbank, Ont. Belleville, Ont.
Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head office:

Montreal

Sales Offices:

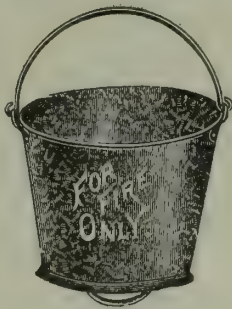
Montreal - - Toronto
Winnipeg - - Calgary

WRIGHT'S
Oily Waste Can



FIRE PREVENTATIVES

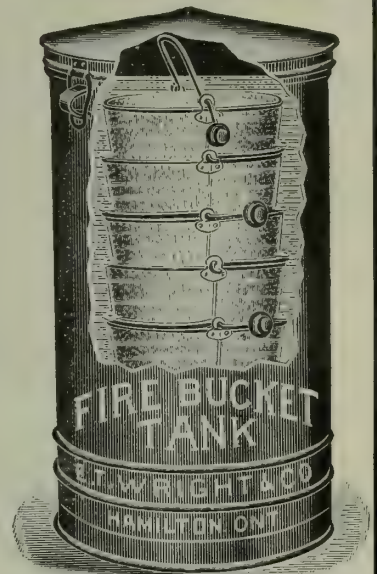
A fire-proof receptacle for all light, inflammable material.
Height, 25½ in.
Diameter, 14 in.



Stencilled Fire Buckets

A sure check to incipient conflagrations.
Capacity, thirty gallons.
Contains six buckets.
Height, 32 in.
Diameter, 18 in.

WRIGHT'S Fire Bucket Tank

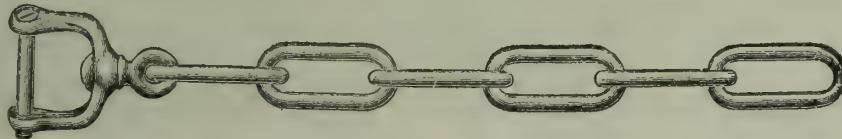


E. T. WRIGHT & CO.

Hamilton, : : : Canada

Winnipeg Distributors—MERRICK-ANDERSON CO., Winnipeg, Man.

**Electric
Welded**



**Highest
Quality**

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

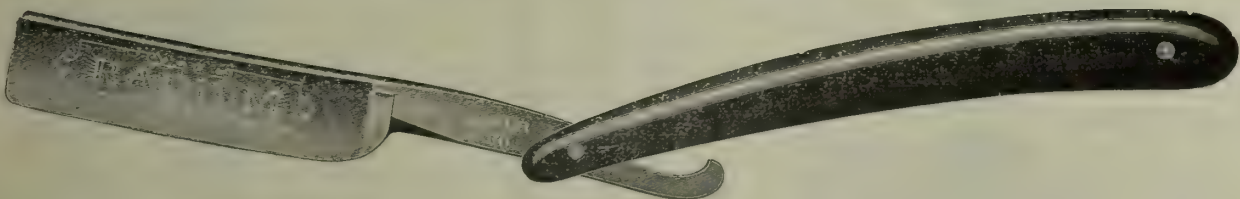
Coil Chain	Logging Chain	Heel Chain	Loading Chain	German Coil	Halter Chain	Tie Outs	Cow Ties
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McKINNON CHAIN COMPANY

BUFFALO, N.Y.

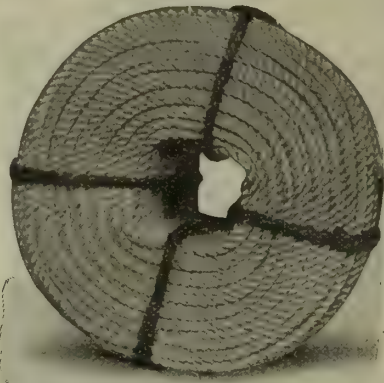
ST. CATHARINES, ONT.

H. BOKER & CO.'S "RADIUM"



The "Radium" is an honest Razor—a man's razor—and as perfect a razor as human skill can produce. Every blade hand-made from the very best quality bar razor steel, tempered by our own process. Perfectly ground, honed and set ready for use. Every razor guaranteed.

For Sale by All Leading Wholesale Hardware Houses



PLYMOUTH ROPE

MADE BY

PLYMOUTH CORDAGE CO. - - PLYMOUTH, WELLAND

- ¶ A Satisfied Customer is the best advertisement you could possibly have; therefore you should give each customer the best value for his money.
- ¶ This, in the case of rope, does not mean the greatest number of pounds for a certain sum, but rather the greatest length, together with the necessary strength and durability.
- ¶ PLYMOUTH rope is made with this end in view. Costs a little more per pound but will be found cheaper in the end and much more satisfactory. Quality in rope is economy.
- ¶ The successful dealer appreciates the above facts and demonstrates them to his customers.



Stocks at
TORONTO
MONTREAL
HALIFAX

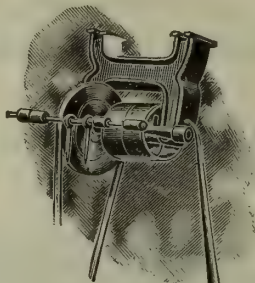
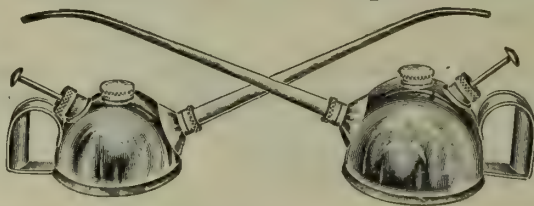
INDEPENDENT CORDAGE COMPANY, LTD.

ST. JOHN
WINNIPEG
VANCOUVER

Canadian Sales Agents
55 Colborne St.
TORONTO, ONTARIO



Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

The AYLMER



**Branch Pipe Double
Acting Force Pump
fitted for Windmill
or Hand use.**

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER,

ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

Light and Durable

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



THE HIGHEST QUALITY

IS FOUND IN

"W & B" Drop Forged Wrenches, because they
are forged from selected steel, are accurately milled
and highly finished.

Our line is the largest and most complete in styles
and sizes in Canada, and we make prompt shipments.
Send us your orders, or write us for catalogue
and prices.

THE WHITMAN & BARNES MFG. CO.

St. Catharines, :: :: Ontario





THE ALASKA IS SUPERIOR TO ALL OTHER FREEZERS

IN CONSTRUCTION—It takes only 15 to 25 seconds to put it together and every part is perfectly adjusted. Compare this time with other makes.

IN QUICKNESS IN FREEZING—The high can exposing more of the mixture to the chill of the ice and salt and the Aerating Spoon Dasher are secrets of its quick freezing.

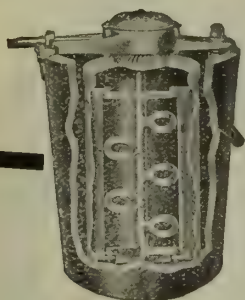
IN EASE OF OPERATION—Its so simple in construction and so carefully adjusted that it requires the least amount of labor in freezing.

IN RESULTS OBTAINED—The celebrated Aerating Spoon Dasher, with floats like a slotted mixing spoon which are set at an angle, beat up the cream as by hand much smoother than the straight floats, and only from 3 to 4 minutes is required in the freezing.

EVERY FREEZER GUARANTEED TO GIVE SATISFACTION OR MONEY BACK

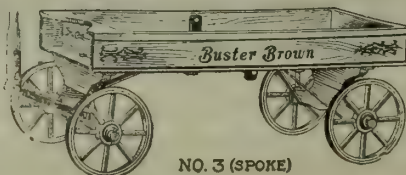
These are a few reasons why
PROGRESSIVE DEALERS SELL THEM
Agents for the Dominion of Canada

Kemp Manufacturing Co.
Montreal TORONTO Winnipeg



Attention!

Here's the line of splendid sellers




Are you handling the Buster Brown Children's Express Wagons?

They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT.

Western Representatives
JAS STEWART MFG. CO., LTD., Winnipeg, Man.



THE WHITE MOP WRINGER COMPANY


offers the **Largest Line of Mop Wringers** in the World. Latest improvements. Up-to-date.
Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue.

MADE IN CANADA
WHITE MOP WRINGER CO.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



**This
Trade Mark
Insures
Genuineness
Originality
Perfection
Satisfaction**

Building Papers FOR ALL PURPOSES

We can give you the best possible value in
Tarred Felt
Roofing Papers
3-Ply Ready Roofing
Coal Tar and Roofing Pitch
P. & B. Cold Storage
Insulating Papers

WRITE US FOR QUOTATIONS ON THESE GOODS.

We want you on our list of customers, if you are not already there.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

H&R ARMS CO

- ☐ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.
- ☐ For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.
- ☐ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¼ to 6¼ lbs., according to gauge and barrel. For black or smokeless powder.

☐ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

CHEER UP!

Cherry season brings brisk business to the dealer who shows

"Enterprise" Cherry Stoners

Make your stock complete *now*—foresight is better than hindsight. For a quarter of a century the demand has increased year by year for "Enterprise" Specialties—they are as staple as wire nails. You can't make a mistake by having "Enterprise" Cherry Stoners ready for the first woman who rushes in to get one while her cherries wait. You will surely make a mistake if you don't *stock up*. And while you are about it, see that you have also the "Enterprise" Fruit, Wine and Jelly Presses.

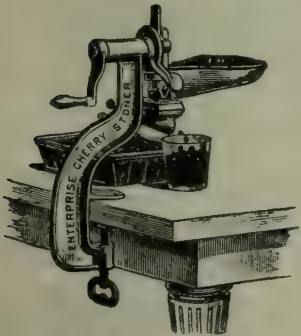
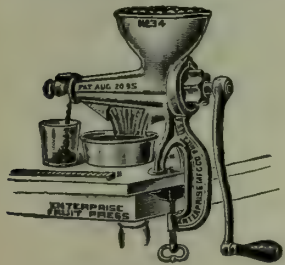
The Enterprise Manufacturing Company of Pa.

Philadelphia, U.S.A.

21 Murray Street, New York.

544 Van Ness Avenue, San Francisco

Also makers of the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons; Raisin and Grape Seeders; Self-Priming and Measuring Pumps; etc.



THE SUCCESSFUL DEALER gives the best value to the CONSUMER for HIS MONEY.

He should be able to advise his customers as to the material suited to their requirements under local conditions. When he can save dollars for them and GIVE SATISFACTION at the same time HE holds his customers FAST by increasing his buying power; thus each party profits by it.

OUR BRANDS are all satisfactory.

BLACK DIAMOND TARRED FELT

JOLIETTE and CYCLONE SHEATHING

We also make a fine variety of wrapping papers.

ALEX. McARTHUR & CO., Limited

82 McGill Street

MONTREAL

F.J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb ... 0 08½ 0 08

BABBIT METAL

Canada Metal Company—Imperial, genuine 40c.; Imperial Tough, 40c.; White Brass, 35c. Metallic, 35c.; Harris Heavy Pressure, 25c. Hercules, 25c.; White Bronze, 15c.; Star Frictionless 10c.; Alluminoid, 9c.; No. 4; 6c. per lb.

James Robertson Co.—Extra Monarch, 60c.; Monarch, genuine, 50c.; Monarch Crown, 40c.; Swastika babbit metal, 25c.; King, 25c.; Fleur-de-lis, anti-friction, 20c.; Thurber, 15c.; Philadelphia, 12c.; Canadian 10c. per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c. per lb.; No. 1, 10c.; 2, 8c.; 3, 7c.; Langwell's special anti-friction metal, 15c. per lb.

Lion Metal Co., Montreal.—Lion Extra, 60c.; Genuine, 50c.; Crown, 40c.; Antifriction, 30c.; Special, 25c.; "A," 20c.; "B," 15c.; "C," 12c.; Mag Metal, 10c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c. per lb.

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, ½ to 1 inch, per 100 lb.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates, 3-16 inch.	2 30	2 40
Tubes per 100 feet, 1 inch.	9 50	9 00
" " 2 " "	8 25	8 50
" " 2½ " "	10 50	10 00
" " 3 " "	12 00	12 10
" " 3½ " "	15 00	15 30
" " 4 " "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
Tubing, seamless base, per lb.	0 25
Tubing, iron pipe size, 1 inch base.	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbow, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

	Per 100 lb.
Casting ingot..... 14c.	13 90
Out lengths, round bars, ½ to 2 in.	21 00
Plain sheets, 14 oz., 14x48, 14x60	23 00
Plain, 16 oz., 14x48 and 14x60	22 00
Tinned copper sheet, base.....	24 00
Planished base.....	28 00
Braziers', in sheets, 6x4.....	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

	Montreal	Toronto
Canadian foundry, No. 2 ..	22 00	
Middlesboro, No. 3 pig iron..	17 75	21 00
Sumnerlee, No. 2 ..	20 25	23 50
Carron, special.....	20 00	
Carron, soft.....	19 75	
Cleveland, No. 1 ..	18 75	21 75
Clarence, No. 3 ..	18 00	21 50
Jarrow.....	17 75	21 75
Glengarnock.....	23 50	
Radnor, charcoal iron.....	32 00	32 50
Ayresome, No. 3.....	18 75	
Ferro Nickel pig iron (Soo) ..	25 00	
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh.....	37 50	
Angles..... base 2 50	2 60	
Common bar, per 100 lb.....	1 90	2 00
Forged iron ..	2 05	2 10
Reinforced ..	2 15	2 25
Horseshoe iron ..	2 15	2 25
Mild steel.....	1 91	2 10
Sleigh shoe steel.....	1 90	2 10
Iron finish machinery steel (domestic).....	1 95	2 10
Iron finish steel (foreign).....	2 25	2 25
Reeled machinery steel ..	2 85	3 00
Fine steel ..	2 00	2 35
Sheet cast steel.....	0 15	0 15
Toe oak steel.....	2 40	2 50
Mining cast steel.....	0 07½	0 08
High speed.....	0 65	0 65
Capital tool steel.....	0 50	
Cammell Laird.....	0 15	
Black Diamond tool steel.....	0 08	0 08
Corona tool steel.....	0 06½	
Silver tool steel.....	0 12½	

COLD ROLLED SHAFTING

9-16 to 11-16 inch.....	0 06
12 to 17-16 ..	0 05½
17-16 to 3 ..	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge ..	2 30	2 45
12 " ..	2 30	2 45
14 " ..	2 20	2 30
17 " ..	2 20	2 35
18 " ..	2 20	2 35
20 " ..	2 20	2 35
22 " ..	2 25	2 40
24 " ..	2 25	2 40
26 " ..	2 35	2 50
28 " ..	2 40	2 65

CANADA PLATES

Ordinary, 52 sheets.....	2 40	2 60
All bright, 52 sheets.....	3 50	3 50
Galvanized—Apollo D. Crown		
18x24x52.....	4 45	4 45
60.....	4 70	4 70
20x28x80.....	8 90	8 70
" " " " " "	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square.....	5 50
24 " " " " " "	4 50
26 " " " " " "	3 50
28 " " " " " "	3 30

GALVANIZED SHEETS

	B.W.	Queen's	Fleur-de-lis	Gordon	Gorbals
gauge	Head	de-Lis	Crown	Best	
16-20.....	3 60	3 35	3 60	3 60	
22-24.....	3 65	3 40	3 65	3 65	
26.....	4 05	3 80	4 05	4 05	
28.....	4 25	4 00	4 25	4 25	

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 25 cents extra.

	Montreal	Toronto
Apollo brand—		
24 gauge, American	3 60	3 35
26 " " " " " "	3 85	3 40
28 " " " " " "	4 10	3 85
10½ oz., equal to 28 English	4 35	4 15

IRON PIPE.

Size (per 100 ft.)	Black	Galvanized
inch.....	2 03	2 88
" " " " " "	2 25	3 08
" " " " " "	2 63	3 48
" " " " " "	3 28	4 43
1 " " " " " "	4 70	6 35
1½ " " " " " "	6 41	8 66
2 " " " " " "	7 70	10 40
2½ " " " " " "	10 26	13 86
3 " " " " " "	16 39	22 14
3½ " " " " " "	21 52	29 17
4 " " " " " "	27 08	36 58
4½ " " " " " "	30 78	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95.
First rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent.
Furnaces—45 per cent.
Registers—70 per cent.
Hot Water Radiators—60 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms ..	0 09½	0 10½
Heavy red brass.....	0 10	0 10½
" " yellow brass ..	0 08	0 08½
Light brass.....	0 06	0 06½
Tea lead.....	0 02½	0 02½
Heavy lead.....	0 02½	0 02½
Scrap zinc ..	0 03	0 03½
No. 1 wrought iron ..	12 00	11 00
Machinery cast scrap, No. 1	12 50	13 00
Store plate.....	9 00	8 00
Malleable ..	5 00	6 00
Miscellaneous steel ..	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb.....	3 75	3 85
Bar pig, per 100 lb.....	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll.....	5 01	5 00
Sheets, 3 to 6 lb. ft.....	4 75	4 75
Out sheets 3c. per lb. extra.		
Out sheets to size, 4c. per lb. extra.		

LEAD PIPE

Lead Pipe and Waste, 30 p.c.
Caulking lead, 4½c. per pound.
Traps and bends, 50 per cent.

SOLDER.

	Per lb.
Bar, half-and-half, guaranteed	0 20
Wiping ..	0 18½

SHEET ZINC.

5-owl. oaks	6 75	6 75
Part oaks	7 00	7 00

SPELTER.

Foreign, per 100 lb	5 75	6 00
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TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. \$35 00 35 00

Charcoal Plates—Bright
M.L.S., Famous (equal Bradley) Per box
1 O, 14 x 20 base..... \$5 50
1 X, 14 x 20 "..... 6 50
1 X X, 14 x 20 base..... 7 50

Raven and Vulture Grades—
1 O, 14 x 20 base..... 5 00
1 X " "..... 6 00
1 X X " "..... 7 00
1 X X X " "..... 8 00

'Dominion Crown Best'—Double
Coated, Tinsed. Per box
1 O, 14 x 20 base..... 5 50
1 X, 14 x 20 "..... 6 50
1 X X, 14 x 20 "..... 7 50

'Allaway's Best'—Standard Quality.
1 O, 14 x 20 base..... 4 25
1 X, 14 x 20 "..... 5 00
1 X X, 14 x 20 "..... 5 75

Bright Cokes.

Bessemer Steel—
1 O, 14 x 20 base..... 4 00
20x28, double box..... 5 50

Charcoal Plates—Torne.
Dean or J. G. Grade—
1 O, 20x28, 112 sheets..... 7 50
1 X, Torne Tin..... 9 00

Charcoal Tin Boiler Plates.
Cookley Grade—
X X, 14x56, 50 sheet box..... 6 75
" 14x60, " ".....

Tinned Sheets.
72x30 up to 24 gauge, case lots 7 35 7 50
" " " " " " 26 " " " " " " 8 00

WIRE

ANNEALED OUT HAY BAILING WIRE.
No. 13, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11' discount 30 per cent.; other lengths 20c per 100 lb. extra; if eye or loop on end add 25c per 100 lb. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$5.00; No. 19, \$3.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.90. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.60; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, \$2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras
In 100-lb. lots: No. 17, \$5 — No. 18 \$5.50 — No. 19, \$6 — No. 30, \$6.65 — No. 21 \$7 — No. 22, \$7.30 — No. 23, \$7.65 — No. 24, \$8 — No. 25, \$9 — No. 26, \$9.50 — No. 27 \$10 — No. 28, \$11 — No. 29, \$12 — No. 30, \$13 — No. 31, \$14 — No. 32, \$15 — No. 33, \$16 — No. 34, \$17.
Extras net—tinned wire, Nos. 17-35 \$2—Nos. 36-31, \$4—Nos. 32-34, \$5. Coppered, 75c—oil, 10c.—in 25-lb. bundles, 15c.—in 5 and 10-lb. bundles, 25c.—in 1-lb. banks, 35c.—in ½-lb. banks, 25c.—in ¼-lb. banks, 50c.—packed in casks or cases, 15c.—bagging or papering, 10c.

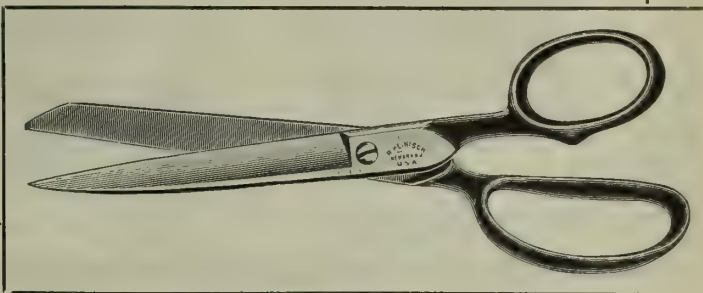
QUALITY IS WHAT PROMOTES SUSTAINED REPUTATION

For Eighty-five years **Heinisch** Shears have been the world's leading line of shears. **Quality** built that reputation and **quality** sustains it. Sell

HEINISCH

Shears and you will never have complaining customers.
Tailors' Shears, Tanners' Snips, Trimmers, Ladies' Scissors, etc.
Sold by all jobbers.

R. Heinisch's Sons Co.,
NEWARK, N.J. U.S.A.



HAY WIRE IN COILS.

\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, \$2.75; 6, 7, 8, \$2.70; 9, \$2.25; 10, \$2.75; 11, 2.80; 12, \$2.40; 13, \$2.50; 14, \$3.10. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 60 and 2 1/2 p.c. off. Other sizes, 60 and 5 p.c. off. Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 55c extra; No. 16 gauge, 70c extra. Add 60c. for coppering and \$2 for tinning.

Extra net per 100 lb.—Oiled wire 10c., spring wire \$1.25, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in 1-lb. hanks 75c., in 1-lb. hanks \$1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb..... 2 45
Galvanized, plain twist..... 2 75
Car lots and less.....
Dominion special field fencing, 3 3/4 p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, 1/2, \$5; 1 inch, \$6.80.
Black, 1st grade, 6 strands, 19 wires, 1/2, \$5; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized..... 2 85
Plain..... 2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins..... 0 80 0 85
In barrels, 5-gal. tins..... 0 80 0 85

BRUSHES

Paint and household, 75 per cent.,
BEESWAX

Per lb..... 0 40

CHEMICALS.

In casks per lb.
Sulphate of copper (bluestone)..... 0 07
Litharge, ground..... 0 05
" faked..... 0 05
Green copperas (green vitrol)..... 0 01
Sugar of lead..... 0 09

COLORED IN OIL.

Venetian red, 1-lb. tins pure..... 0 09
Chrome yellow..... 0 18
Golden ochre..... 0 11
French..... 0 09
Chrome green..... 0 11
French permanent green..... 0 15
Signwriters' black..... 0 17
Marine black, 25 lb. tins..... 0 05

GLUES.

French medal..... 0 10
German common sheet..... 0 10
German prima..... 0 15
White pigskin..... 0 15
Brantford medal..... 0 10
" brown sheet..... 0 10
" golden sheet..... 0 13
" gelatine..... 0 22
" white gelatine..... 0 20
" white glue..... 0 12
" 100 flakes..... 0 10
Brantford all-round glue, 1-lb. packages, 10c.; 1-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.

Drums, 50 and 100 lbs..... 0 19 0 19
Packets, 1-lb., 100 in case..... 0 21 0 21
" 1-lb..... 0 23 0 23
Tins, 1-lb., 100 in case..... 0 22 0 22

PARIS WHITE.

In bbls..... 0 90

PIGMENTS.

Orange Mineral, casks..... 0 05
" 100-lb. kegs..... 0 09 1/2

PREPARED PAINTS.

Per gallon in qt. tins

Sherwin-Williams paints..... 1 70
Canada Paint Co.'s mure..... 1 60
Globe house paint (Windsor)..... 1 25
"New Era" house paint (Windsor)..... 1 35
Benj. Moore Co.'s "Ark" B'd..... 1 25
Moore's pure linseed oil, H.O..... 1 35
Brandram-Henderson's "English"..... 1 60
Ramsey's paints, Pure..... 1 42
" Thistle..... 1 10
Martin-Senour 100 p.c. pure..... 1 70
Senour's Floor Paints..... 1 45
Jamieson's "Crown and Anchor"..... 1 53
Jamieson's floor enamel..... 1 75
Island City pure paints..... 1 50
Sanderson Peary's, pure..... 1 40
Robertson's pure paints..... 1 40

PLASTER OF PARIS

Per barrel..... 2 30

PINK TAR

Half-pint tins, per dozen..... 0 60

PURTY.

Standard.....
Bulk in casks..... 2 20
" 100-lb. drums..... 2 45
Bladders in bbls..... 2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt..... 4 75
Genuine, 100 lb. kegs..... 5 25
No. 1, casks, per 100 lbs..... 4 25
No. 1, kegs, per 100 lbs..... 4 75

SHINGLE STAINS.

In 5-gallon buckets..... 0 75

TURPENTINE AND OIL.

Prime white petroleum per gal..... 0 13
Water white..... 0 15
Pratt's astral..... 0 17 1/2
Castor oil, per lb., in bbls..... 0 08 0 09
Motor Gasoline single bbls..... 0 17
Benzine, per gal single bbls..... 0 15
Turpentine, single barrels..... 0 83 0 83
Linseed Oil, raw..... 0 90 0 92
" boiled 0 93 0 95

VARNISHES.

Per gal. cans.
Carriage, No. 1..... 1 50
Pale durable body..... 2 50
" hard rubbing..... 3 00
Finest elastic gear..... 3 00
Elastic Oak..... 1 50
Furniture, polishing..... 2 00
Furniture, extra..... 1 20
" No. 1..... 0 95
" union..... 0 80
Light oil finish..... 1 35
Gold size japan..... 2 00
Turps brown japan..... 1 60
No. 1 brown japan..... 1 10
Baking black japan..... 1 35
No. 1 black japan..... 0 65
Benzine black japan..... 0 75
Crystal Damar..... 2 50
No. 1..... 2 25
Pure asphaltum..... 1 40
Oilcloth..... 1 50
Lightning dryer..... 0 85
Elastilite varnish..... 2 00
Granitine floor varnish..... 2 50
Maple Leaf coach enamels..... 1 20
Sherwin-Williams' kopal varnish..... 2 50
Canada Paint Co.'s white enamel..... 2 90
Jamieson's Copalene..... 2 50
Flatline floor finish..... 3 00
Elastol exterior finish..... 4 25

Island City Dreadnought Finish..... 2 50
C.O. Co's. Permanite, interior..... 2 00
" Herculo, exterior..... 2 50
" Reflex, floor..... 2 25
" Japanite Dryer..... 1 25
Stovepipe varnish, 1/2 pints, per gross..... 8 00
Pure white shellac varnish, in barrels..... 1 75
Pure orange..... 1 70
No. 1 orange..... 1 25

WINDOW GLASS

Size United Star Double Diamond
Inches.....
Under 26..... \$4 25 \$ 6 25
26 to 40..... 4 65 6 75
41 to 50..... 5 10 7 50
51 to 60..... 5 35 8 50
61 to 70..... 5 75 9 75
71 to 80..... 6 25 11 00
81 to 85..... 7 00 12 50
86 to 90..... 15 00
91 to 95..... 17 50
96 to 100..... 20 50
Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto
Munro's Select Flake White..... 6 25 5 40
Elephant Genuine..... 6 25 6 40
Lily Pure..... 5 75 5 90
Tiger Pure..... 5 55 5 70
Monarch (Windsor)..... 6 50
Essex Genuine (Windsor)..... 5 50
Brandram's B. B. Genuine..... 7 00 7 15
" Anchor," pure..... 5 50 5 65
Ramsey's Pure Lead..... 5 50 5 65
Ramsey's Exterior..... 5 25 5 60
" Crown and Anchor," pure..... 5 75 5 90
Island City pure lead..... 5 75 5 90
Sterling C.P..... 5 25
Decorators..... 5 25
Sanderson Peary's..... 5 75
Robertson's C.P., lead..... 5 50 5 65
Decorators' Pure..... 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M..... 0 07 1/2

WHITE ZINC IN OIL)

Pure, in 25-lb. irons..... 0 08 1/2
No. 1, " "..... 0 07
No. 2, " "..... 0 05 1/2

WHITING.

Plain, in bbls..... 0 70
Gilders bolted in barrels..... 1 00

HARDWARE

AXES.

Carpenters', per doz..... 13 50 14 00
Plainship, "..... 18 00 22 00

AXES AND HATCHETS

Single bit, per doz..... 6 00 9 00
Double bit "..... 10 00 12 00
Bench Axes..... 6 75 10 00
Broad Axes..... 22 75 25 00
Hunters' Axes..... 5 00 6 00
" Boys' Axes..... 5 75 6 50
Latching hatchets..... 4 70 10 00
Shingle "..... 1 45 6 75
Barrell "..... 1 70 5 00

ANVIL.

Taylor-Forbes, prospectors..... 0 05 1/2
Buckworth, per lb..... 0 10 1/2

AMMUNITION

"Dominion" Rim Fire Cartridges and
C.B. caps, 50 and 2 1/2 p.c.; B.B. caps, 50, 10 and
2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and
2 1/2 p.c.; Centre Fire Sporting and Military
Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2
p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot
Cartridges, discount same as ball cartridges,
f.o.b. any jobbing point east of Manitoba.
Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Kegs" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1.20, per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits..... 30 and 10
Irwin's auger..... 47 1/2
Gilmour's auger..... 60
Rockford auger..... 60 and 10
Gilmour's car..... 47 1/2
Clark's expansive..... 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

doz. pairs.
stearns wood track..... 4 50 6 00
Zenith..... 9 00
Atlas, steel covered..... 5 00 6 00
Perfect..... 8 00 11 00
New Milo, flexible..... 6 50
Double strap hangers, doz. sets..... 6 40
Standard jointed hangers, "..... 6 40
Steel King hangers..... 6 25
Storm King and safety hangers..... 6 50
" rail..... 4 25
Crown..... 4 85
Crescent..... 6 50
Sovereign..... 7 25

BARN DOOR LATCHES

Challenge, dozen..... 2 35
Defiance, dozen..... 2 75
Gem dozen..... 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; out laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent
" " 7-16 and up..... 70
" " Norway Iron (\$3 list)..... 60
Machine Bolts, 1/2 and less..... 60, 10 and 10
Machine Bolts, 7-16 and up..... 60
Plough Bolts..... 55, 5 and 10
Blank Bolts..... 60
Sleigh Horse Bolts, 1/2 and less..... 60 and 10
" " 7-16 and larger 55 and 5
Coach Screws, new list..... 75
Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagonal, all sizes, 4c. per lb. off.
Stove Rods per lb., 1/2 to 6c.
Stove Bolts, 80



Ordinary Straight
Trimmers

Why Sell Clauss Shears?

We can't give you all the reasons in a short talk like this! But here are just a few:

They cut from heel to point They work easily and smoothly
They do not cramp the hand They are perfectly nickel-plated
The screw does not come loose

Clauss goods are the most complete line of cutlery in the world. Our catalogue will convince you. Send for it to-day.

CLAUSS SHEAR CO.

169 Spadina Avenue, Toronto

PICED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
3, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pitted, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 35 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.50, net list prices.

PLANES AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RASORS.

Boker's	per doz.	7 50	11 00
King Cutter		15 00	
Henckel's		7 50	10 00
Clauss automatic safety		27 00	
Clauss perfect stropper		18 00	
Gillette Safety, each		5 75	
Clauss Razors and Strops, 50 per cent			
Waver Ready Safety			9 00

ROPE AND TWINE.

Steel rope	0 09
Pure Manila rope	3 10½
"British" Manila	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 16
Jute	0 09
Lath Yarn, single	0 08
" double	0 08½
Steel bed cord, 48 feet	per doz. 0 85
" 60 feet	" 0 90
" 72 feet	" 0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 36
" 4-ply twine	0 30
Mattress twine per lb.	0 33
Staging "	0 27

REFRIGERATORS.

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burs, 35 and 12½ per cent.
Copper Burs only, 22½ p.c.
Extras on Coppered Rivets 4-lb. packages 1c. per lb.; 4-lb. packages 3c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 55 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz.	1 15
Ivory, No. 1283, 2 foot, each	3 50

RUB IRON.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickel-plated, "	0 80
" handles, japanned, per gross	8 40
Common, plain, plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 30
Solid, 3 to 30 lbs.	1 40

SASH CORD.

No. 3, per lb.	0 34½
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SAWS.

Atkins Hand and Crosscut, 35 per cent.
Disston's Hand, 15 per cent.
Hemonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS.

Common doors, 2 or 3 panel, walnut stained, 4-in. style	Doz 7 80
Common doors, 4 or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 23½ inches	1 60
Perfection window screens, 14x15, open 23½ inches	1 80
Model window screens, 14x22, open 30½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SMATHS.

Canadian, 40 per cent.

SCREWS.

Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25

SCREWS (MACHINE).

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's	per doz. 0 85	1 00
North Bros., No. 30	per doz. 16 80	

SCISSORS AND SHEARS.

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS.

No. 140 65 and 10 p.c.

SEATERS AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Baker, hockey 300 upwards; spring.
Empire hockey sticks, \$3.00, \$3.50.
Miomac and Rex sticks, \$4.00, \$6.00.
Pucks, net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.	
No. 3 and 4 grade, 80 and 2½ p.c.	

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. \$2 85

SHAPE.

Harness, 35 per cent

SOLDERING IRONS.

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Reinforced, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks per 1,000 1 50
Bursks tinned steel, hooks 1 50

STAPLES.

Poultry netting, 100 lbs.	8 75
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS.

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS.

5 and 6-inch, common	per doz. 1 22
7-inch	1 35
Polished, 150 per dozen extra.	
Thinables, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCUTTER.

Washita	per lb. 0 25	0 37
Hindostan	" 0 08	0 10
" alip	" 0 15	0 20
" Axe	" 0 10	0 10
Deer Creek	" 0 10	0 10
Deerlick	" 0 25	0 35
" Axe	" 0 15	0 15
Lily white	" 0 42	0 42
Arkansas	" 1 50	1 50
Water-of-Ayr	" 0 10	0 10
Scythe	per gross 3 50	8 00
Grind, 40 to 300 lb., per ton	30 00	22 00
under 40 lb.	24 00	
300 lb. and over	28 00	

TACKS, BRADS, ETC.

Carpet tacks, blue, 40 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; 4 weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 80; brush, blue and tinned, bulk, 70 and 10; Swedes, gimp, blue, tinned and japanned, 32½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glassers' points, 6; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch poi shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 50 and 10.

TAP LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Luffkins, linen, No. 404, 66 ft., each	0 94
steel, No. 354, 66 ft., each	3 50
Chesterman's linen, No. 1223, 66 ft. ea.	1 10
" Metallic, No. 1231	1 95
" Steel, No. 1240, 66 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SWAPS.

Discount 35 per cent.

TINNERS' TRIMMING.

Discount, 45 per cent.
Plain and retained, 75 and 12½.

TRAPS (STEEL GAME).

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Omelsa Jump (Star), 50, 10 and 5 per cent.
TRAPS (RAT AND MOUSE) Doz
Out O' Sight Mouse Traps 0 60
" Rat Traps 1 20
Easy Set Mouse 0 45
" Rat 0 45
Blizzard Mouse Traps 0 45
" Rat Traps 0 45
Hold-Fast (formerly Devil) Mouse Traps 0 35
Hold-Fast (formerly Devil) Rat Traps 0 30
5-Hole Tin Chokers 0 80

VISES.

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs.		3 55
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES.

New Ontario	41 25
Round, re-soting per doz.	78 75
Square	77 50
Dowdell	48 75
New Century, Style A	93 75
Ideal Power	168 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	165 00
Connor, mproved	48 75
Ottawa	51 25
Connor Ball Bearing	103 75
Connor Gearless Motor Washer	172 50

WRINGERS.

Royal Canadian, 11 in., doz.	46 25
Improved Royal Canadian, 11 in.	48 75
Eze, 10 in., per doz	47 25
Bicycle, 11 inch	58 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 in.	49 75
Ottawa, 3 year, 11 in.	58 00
Favorite, 3 year, 1 in.	57 00

WHEELBARROWS.

Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES.

Tubular steel whiffletrees, 98 in.	0 70
" " 34 in.	1 00
" " 38 in.	1 25
" " neokoyes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES.

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neokoyes and whiffletrees, ash 35, hickory 40 p.c.
Team neokoyes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods p.c.

WRENCHES.

Agricultural, 67½ p.c.

WROUGHT IRON WASHER.

Canadian, 50 per cent.

Allan Hills Edge Tool.....	12	Collins Mfg. Co.....	23	Kemp Mfg. Co.....	34	Pilkington Bros.....	1
Alaska Freezer Co.....	72	Connor, J. H., & Son.....	27	Kerr Engine Co.....	inside back cover	Pink, Thos.....	71
American Shearer Co.....	22	Consolidated Plate Glass Co.....	63	Kyle, P.....	22	Progre's Co., The.....	inside front cover
Anthony, M. B.....	22	Copp, W. J., Sons & Co.....	51	Laidlaw Bale Tie Co.....	79	Ramsay, A., & Son Co.....	59
Anti-Splash Filter Co.....	23	Covert Mfg. Co.....	63	Langwell & Sons.....	22	Record Foundry & Machine Co.....	11
Armstrong Bros. Tool Co.....	23	Cowan & Britton.....	63	Leslie, A. C., & Co.....	53	Reid, James.....	23
Atkins, E. C., & Co.....	31	Cumner Dowsell, Ltd.....	64	Lewis Bros., Ltd.....	2	Robertson Mfg. Co., Ltd. P. L.....	67
Atlas Mfg. Co.....	23	Cummings, P. R.....	22	Lockery & McComb.....	72	Robertson, Jas. Co., Montreal.....	65
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The **IRONCLAD** *Alarm*

Some alarm clocks never need *oiling*—they don't get old enough. But IRONCLADS do—they should be *dry-docked* every other year for cleaning.

They're clocks to make your trade *sit up* and take notice. They can't be knocked down, they can't be knocked out, they *ring* to beat the band.

Let your jobber ship you a *squadron* of twenty-four with *your* name on them, they'll *sell* to beat the band.

Rings 35 seconds, can be shut off at will.
Height 5 inches. Weight 2½ lbs. Packed
12 in a box with advertising matter.
Names printed on dials in lots of 24.

Western Clock Co.

La Salle, Illinois.



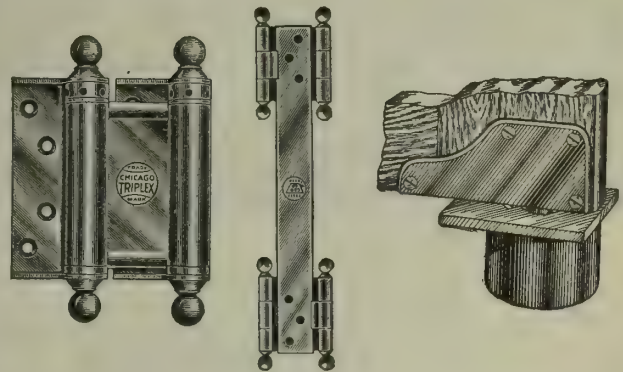
**EXTRUDED METAL
PADLOCKS**

CORBIN CABINET LOCK CO.
NEW BRITAIN, CONN.

CHICAGO NEW YORK PHILADELPHIA

CABINET, TRUNK, SUIT CASE LOCKS
AND TRIMMINGS.
MISCELLANEOUS HARDWARE,
KEYS AND KEY BLANKS.

CHICAGO SPRING BUTTS



A PRODUCT OF RECOGNIZED SUPERIORITY
Combining all the valuable features which experience
has demonstrated to be desirable.

Chicago Spring Butt Company,

CHICAGO



NEW YORK

Send for Catalogue M 26



And have sold successfully for
nearly a quarter of a Century.
They are well advertised from
season to season, are in demand
and satisfactory to dealer and user.

They are not an experiment, on
which you waste time and profits,
but perfect in every detail, placing them in the front line of standard
goods. They bring trade and help you keep it. **ORDER NOW.**



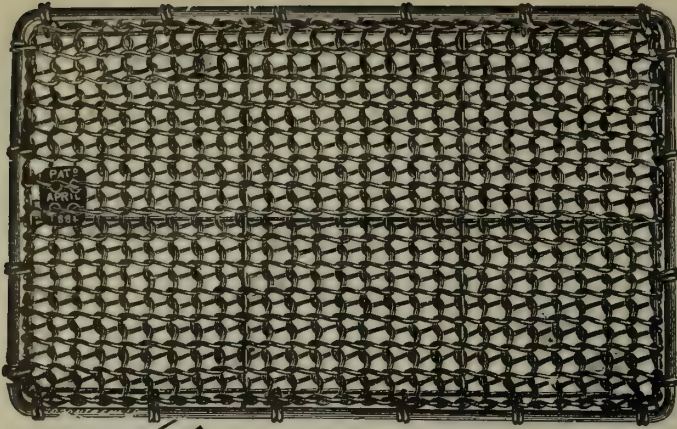
THAT SELL



SOLD BY LEADING JOBBERS

NORTH BROS. MFG. CO.

Philadelphia, Pa.



Strong Effective Reversible

A Line That Proves a Steady Seller the Seasons Round is

Greening's Simplex Door Mat

They are made of finest quality STEEL WIRE, drawn in our own mills, and are well bound and finished. You'll find this a very profitable line to handle!

Study our Catalogue carefully. You'll see many articles therein which your customers will require.

The B. Greening Wire Company

HAMILTON, Ont.

LIMITED

MONTREAL, Que.



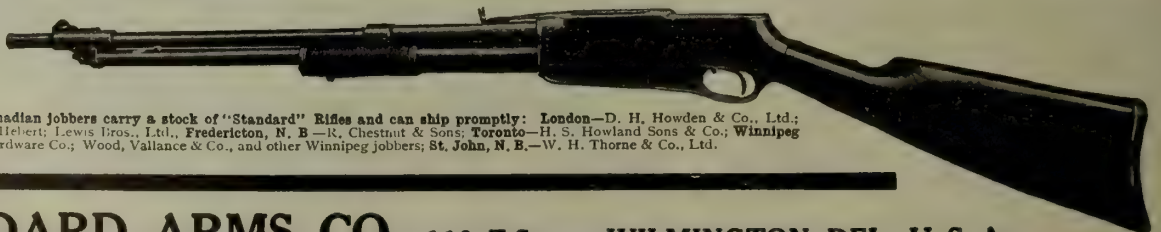
EASY MONEY

Big profits and quick sales are opening the eyes of dealers everywhere to the *easy money* in Standard Rifles. Many dealers have made the "Standard" their leader. And if you want the line that will make you the most money and bring you the greatest prestige you'll make it *your* leader too.

STANDARD RIFLES 2 Models Gas-Operating Hand-Operating

Sell on sight because of their great mechanical superiority. There's no sentiment connected with them. They sell because our advertising and our booklet "Big Game Shooting" is explaining to every one interested in rifles, the points of difference between the Standard and other makes, and the reasons why the Standard has greater power, speed and accuracy, and less recoil.

If you don't know about Standard Rifles we'll send you one of the booklets—*Also send for extra copies for free distribution.*

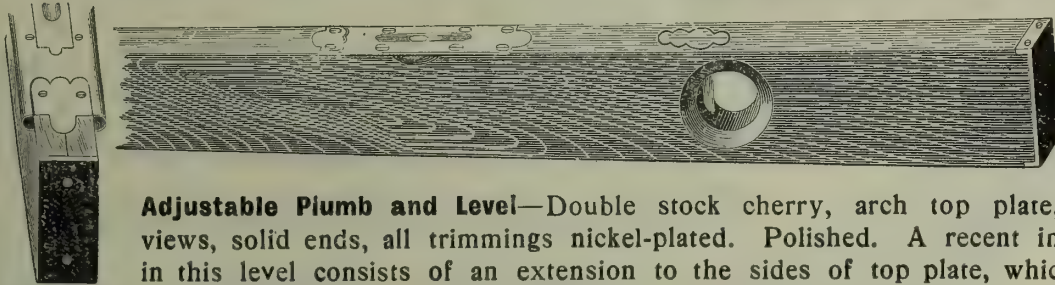


The following Canadian jobbers carry a stock of "Standard" Rifles and can ship promptly: London—D. H. Howden & Co., Ltd.; Montreal—L. H. Hebert; Lewis Bros., Ltd.; Fredericton, N. B.—R. Chestnut & Sons; Toronto—H. S. Howland Sons & Co.; Winnipeg—Miller-Morse Hardware Co.; Wood, Vallance & Co., and other Winnipeg jobbers; St. John, N. B.—W. H. Thorne & Co., Ltd.

STANDARD ARMS CO. 119 F Street, WILMINGTON, DEL., U. S. A.

DISSTON PLUMBS AND LEVELS

We illustrate here a few new lines just brought out. If you are interested, drop us a post card, and we will send you illustrations of 18 new designs. All of them show great improvements and have strong talking points.



No. 16 $\frac{1}{2}$

Adjustable Plumb and Level—Double stock cherry, arch top plate, two side views, solid ends, all trimmings nickel-plated. Polished. A recent improvement in this level consists of an extension to the sides of top plate, which makes a hand-hold or grip for lifting the level. Assorted, 26 to 30 inches.

Half Dozen in a Box.

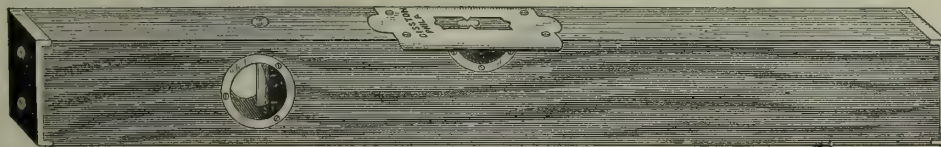


Plumb and Level—Solid cherry stock, natural finish, brass top plate fastened with brass screws, two brass-lipped side views, two brass-lipped plumb views, both plumb and level glasses and set in glass tubing.

No. 30—Adjustable Plumb and Level—Assorted, 26 to 30 inches.

No. 31— “ “ “ —Assorted, 18 to 24 inches.

One in a Card Board Box.



No. 26—Plumb and Level—Double stock cherry, brass top plate with extension for hand-hold, brass-lipped side view, solid brass ends. Polished. Assorted, 26 to 30 inches.

One in a Card Board Box.



No. 89—Mason's Adjustable Plumb and Level—Arch top plate, two side views, level glass, plumb glass and iron plumb bob. Polished. 42 inches.

Packed Half Dozen in Box.

LEWIS BROS., Limited

Importers and Distributors
MONTREAL

OTTAWA

TORONTO

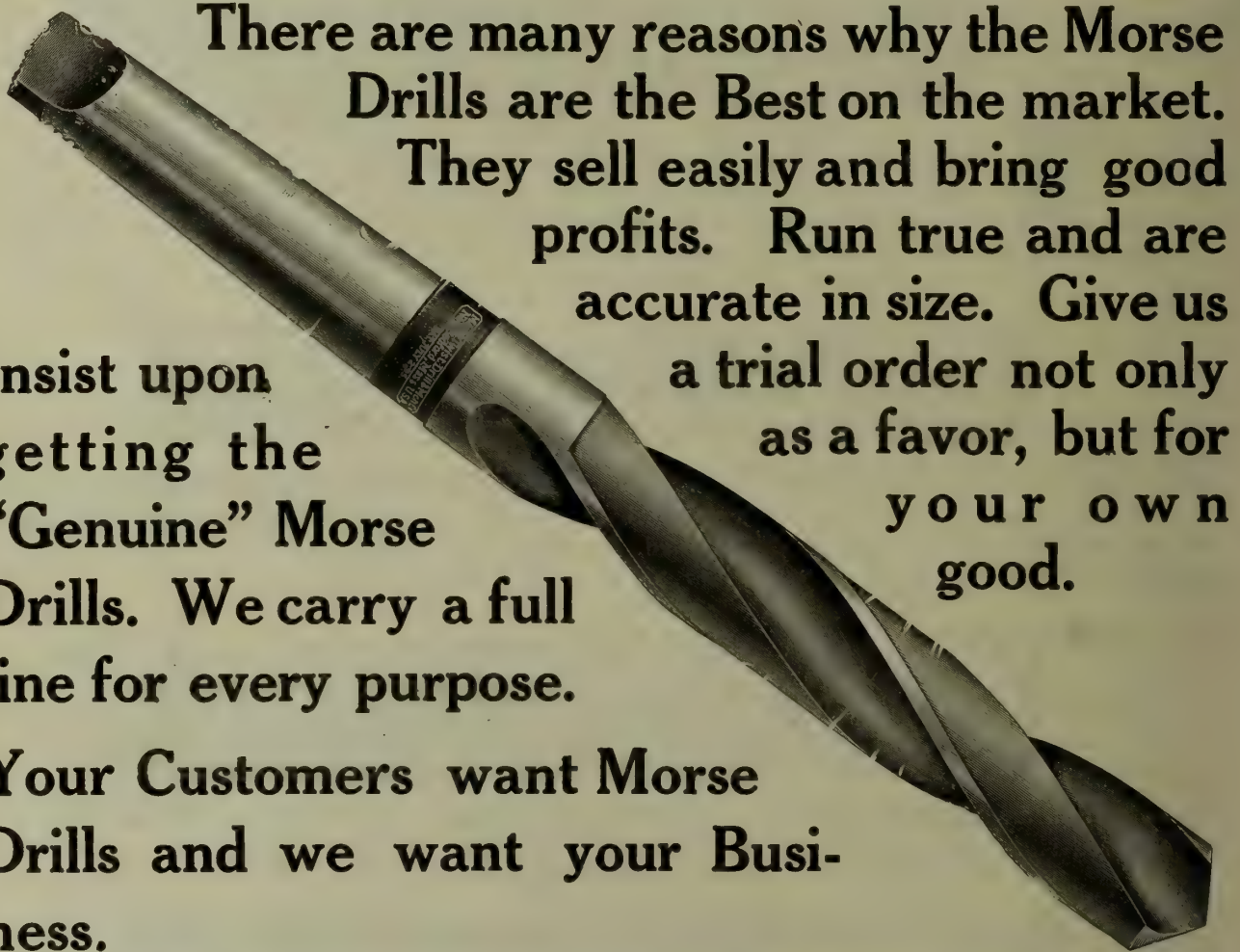
VANCOUVER

Are You Selling the Best Twist Drills ?

NAMELY

THE MORSE TWIST DRILLS

Every Machine Shop should be equipped with the Genuine Morse Drills. They are manufactured from the highest grade of steel and guaranteed as to material and workmanship.



There are many reasons why the Morse Drills are the Best on the market.

They sell easily and bring good profits. Run true and are accurate in size. Give us

Insist upon getting the "Genuine" Morse Drills. We carry a full line for every purpose.

a trial order not only as a favor, but for your own good.

Your Customers want Morse Drills and we want your Business.

On receipt of a post-card we will send you the latest Morse Twist Drill Catalogue, showing you cuts of Drills, Reamers, Chucks, Milling Cutters, Taps, Dies and Machinists' Tools.

We Ship Promptly.

Ask our Travelers about this line.

We Ship Promptly.



FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal

: : : : :

Canada



High Speed Steel



BRAND "H.R.D."	CAMMELL LAIRD & CO. LIMITED, SHEFFIELD,	FAST CUTTING TOOL STEEL. <small>NOT TO BE HARDENED IN WATER SEE SPECIAL INSTRUCTIONS.</small>
--------------------------	--	---

In the hands of skilled mechanics H.R.D. High Speed Steel will prove superior to any. It will carry a finer edge than any other, is tougher and stronger.

H.R.D. Steel will properly work on Phosphor Bronze, Hard Rubber, Brass and other troublesome materials.

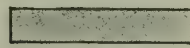
STOCK SIZES



ROUND ANNEALED
 $\frac{1}{2}$, 9-16, $\frac{5}{8}$, $\frac{3}{4}$,
 $\frac{7}{8}$, 1, 1 $\frac{1}{8}$, 1 $\frac{1}{4}$, 1 $\frac{3}{8}$, 1 $\frac{1}{2}$, 1 $\frac{3}{4}$,
 2, 2 $\frac{1}{4}$, 2 $\frac{1}{2}$, 2 $\frac{3}{4}$, 3 in.



S Q U A R E HARD $\frac{1}{4}$, 5-16, $\frac{3}{8}$, 7-16, $\frac{1}{2}$, $\frac{5}{8}$, $\frac{3}{4}$, 7-8, 1, 1 $\frac{1}{8}$, 1 $\frac{1}{4}$, 1 $\frac{1}{2}$, 2 in.
ANNEALED
 $\frac{1}{2}$, 9-16, $\frac{5}{8}$, $\frac{3}{4}$ in.



FLAT HARD
 $\frac{3}{4}$ x 1 $\frac{1}{4}$, $\frac{7}{8}$ x 1 $\frac{3}{4}$, 1 x 1 $\frac{1}{2}$, 1 x 2, 1 $\frac{1}{4}$ x 2 $\frac{1}{4}$, 1 $\frac{1}{2}$ x 3.
ANNEALED
 $\frac{3}{8}$ x $\frac{3}{4}$, $\frac{3}{8}$ x 1, $\frac{1}{2}$ x 1, $\frac{1}{2}$ x 1 $\frac{1}{4}$, $\frac{5}{8}$ x 1 $\frac{1}{4}$, $\frac{5}{8}$ x 1 $\frac{1}{2}$, $\frac{3}{4}$ x 1 $\frac{1}{4}$, $\frac{3}{4}$ x 1 $\frac{1}{2}$, $\frac{3}{4}$ x 1 $\frac{3}{4}$, $\frac{7}{8}$ x 1 $\frac{1}{2}$, $\frac{7}{8}$ x 1 $\frac{3}{4}$ in.

BRAND CYCLONE	CAMMELL LAIRD & CO. LIMITED, SHEFFIELD,	FAST CUTTING TOOL STEEL. <small>NOT TO BE HARDENED IN WATER SEE SPECIAL INSTRUCTIONS.</small>
-------------------------	--	---

Cyclone High Speed Steel is an old Brand, superior to others except H.R.D.

It is Strong, Tough and Fast Cutting

STOCK SIZES



ROUND HARD
 3-16, $\frac{1}{4}$, 5-16, $\frac{3}{8}$, 7-16, $\frac{1}{2}$,



S Q U A R E HARD
 3-16, $\frac{1}{4}$, 5-16, $\frac{3}{8}$, 7-16, $\frac{1}{2}$,



FLAT HARD
 $\frac{5}{8}$ x 1 $\frac{1}{4}$, $\frac{3}{4}$ x 1 $\frac{1}{2}$.
FLAT ANNEALED
 $\frac{1}{2}$ x 1, $\frac{1}{2}$ x 1 $\frac{1}{4}$, $\frac{5}{8}$ x 1 $\frac{1}{4}$, $\frac{3}{4}$ x 1 $\frac{1}{4}$.

WHOLESALE DISTRIBUTORS

Caverhill Searmont & Co

MONTREAL

Dealers
Having
Call
For
High
Speed
Steel
Should
Always
Consult
Us

Brantford All-Around Glue is a Product of These Works

HARDWARE AND METAL



FOR WEDDING GIFTS



This is the season to keep Cutlery well in evidence, especially the Case Goods that are bought largely for Wedding Presents. It is our invariable policy to offer only such goods as can be honestly recommended and guaranteed, and the reason we specialize on

Joseph Elliot & Sons' English Cutlery

is because it represents perfection in design, material and workmanship. They maintain one standard of excellence throughout their product, and dealers pushing this line can depend on the fullest measure of satisfaction

H. S. Howland, Sons & Co., Limited
Wholesale Hardware

We Ship Promptly

TORONTO

Our Prices are Right

Graham Nails are the Best.



CRESCENT
BRAND

BUTTS

**A GOOD LEADER
FOR THE
BUILDERS' HARDWARE
Department.**

Builders to-day are asking for
Crescent Brand Butt Hinges

A satisfied customer is the best advertisement

CANADA STEEL GOODS CO., Limited

HAMILTON

Manufacturers

ONTARIO



(3 x 3 full size)

Seasonable Goods

**Water Coolers
with or without Carbon
Filters**



Nicely Japanned in
attractive colors and
ornamented.

PLATED FAUCETS

We can supply them in
the following sizes:

Without Filter

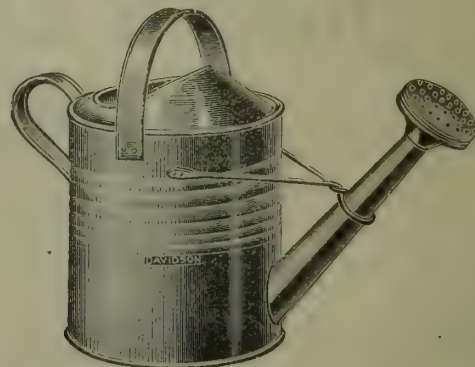
Gallons: 2, 3, 4, 6, 10, 15

With Filter

Gallons: 3, 4, 6, 10

Each Cooler carefully
packed in a separate case
—which assures delivery
in perfect condition.

Sprinklers



Japanned in Bright Green with
Patent Cleanable Rose

7 Sizes. Quarts, 1, 2, 3, 6, 10, 14, 16.

GALVANIZED

Very Strong and Made to Last

3 Sizes, Quarts 10, 16, 20.

Write for Prices

THE THOS. DAVIDSON MFG. CO., Limited, Montreal and Winnipeg

The name "DISSTON" on a Saw, File or Tool is a cash asset for hardware merchants.

It's an assurance to the public that high merchandise standards are maintained in the store.

For seventy years we have held the foremost place in one of the world's great industries. Every month, every day, we extend and strengthen our prestige.

The dealer who neglects to take advantage of what we have done and what we are doing, lets a trade-winning, money-making opportunity slip by.

Put Disston Saws, Tools and Files in your windows and show cases.

Profit by the name and product of an industrial organization which has the standing we have in your community.

It's the modern method. It's good business.

If you are unable to obtain the Disston Brand, write us and we will see you are properly supplied.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, Pa., U.S.A.

BRANCHES:

Chicago, Cincinnati, Boston, New Orleans, Memphis, San Francisco, Seattle, Portland, Spokane, Vancouver, Toronto.

Mr. Hardware Dealer ! —How many merchants do you know in your town ?

Suppose you know only one round dozen.

If you can show them how to make their stores more attractive—you stand to make some money.

Because they'll do more business.

Before passing up this proposition figure it out for yourself.

There's a certain profit in MATERIAL for this dozen and—further profit in the ERECTION.

But, consider the effect these will have on the other merchants in your town.

It will create a big demand for artistic interiors—for

METALLIC Ceilings and Walls

—and every square yard erected means profit to you.

"Metallic" Ceilings and Walls are just as essential in the home.

They are FAR SUPERIOR to the ordinary decoration—MORE ARTISTIC, MORE ECONOMICAL and PERFECTLY SANITARY.

"Metallic" is the cleanest and brightest interior decoration on the market and is ABSOLUTELY FIREPROOF.

Write to-day for illustrated design catalogue—it means dollars and cents to you. Send measurements of store or home for complete estimate of cost.

Manufacturers of "Eastlake" Steel Shingles and "Metallic" Building Materials.

The **Metallic Roofing Co.** *Limited*
TORONTO & WINNIPEG

THE PERFECT PATTERN MADE WITH A GREENER GUN

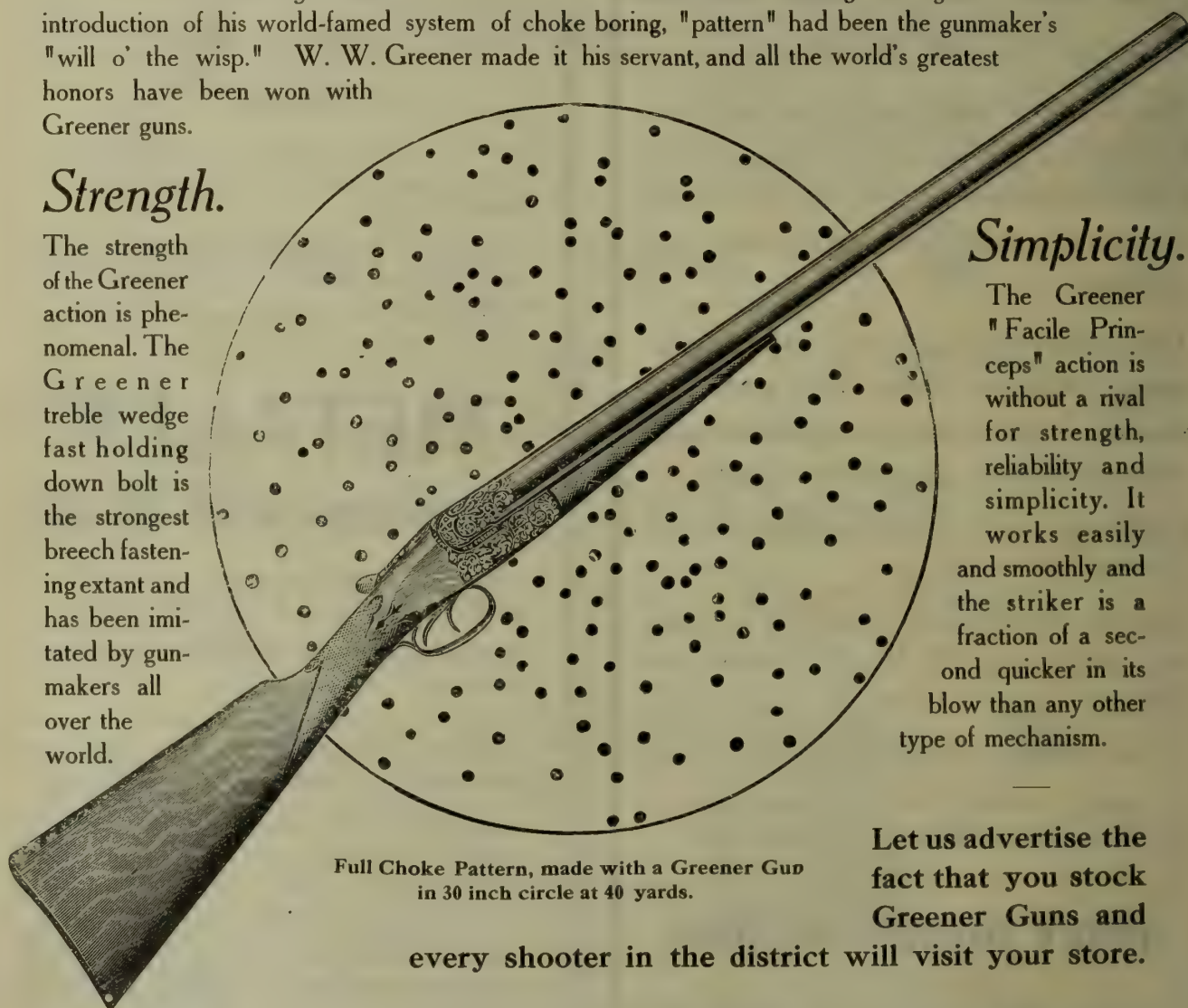
Shooting. No other gun can equal the Greener for regularity of pattern (i.e. even distribution of the shot) combined with efficient penetration, "the force that kills." W. W. Greener was the first gunmaker in the world to "harness" the shooting of a gun. Prior to the introduction of his world-famed system of choke boring, "pattern" had been the gunmaker's "will o' the wisp." W. W. Greener made it his servant, and all the world's greatest honors have been won with Greener guns.

Strength.

The strength of the Greener action is phenomenal. The Greener treble wedge fast holding down bolt is the strongest breech fastening extant and has been imitated by gunmakers all over the world.

Simplicity.

The Greener "Facile Princeps" action is without a rival for strength, reliability and simplicity. It works easily and smoothly and the striker is a fraction of a second quicker in its blow than any other type of mechanism.



Full Choke Pattern, made with a Greener Gun
in 30 inch circle at 40 yards.

Let us advertise the fact that you stock Greener Guns and every shooter in the district will visit your store.

WRITE NOW FOR CATALOG TO OUR NEW CANADIAN BRANCH

W. W. GREENER

63 & 65 Beaver Hall Hill, MONTREAL
44 Cortlandt Street, : : : NEW YORK, U.S.A.
WORKS: LONDON and BIRMINGHAM, ENGLAND

We Have Some News For You MR. MERCHANT



You will receive a personal letter from us very soon, in which we make you an interesting proposition.

It's about a new Made-in-Canada line of brass goods: something that every steam plant has to have.

If you carry a stock of Engineers' supplies you'll be glad to hear from us, because we have just about all Engineers' use—and it's a winner with them too.

Don't miss taking advantage of our offer.

It's a case of "opportunity knocking at your door." Sooner or later you will want this line.

Why not now?

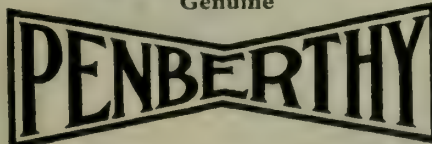
Wait for our letter---and then we'll be expecting to hear from you.

**THEY
ALWAYS
WORK.**

THREE GOOD MONEY MAKERS FOR YOU



Sight Feed Lubricators
for threshing engines, pumps, etc.



Automatic Injectors

Manufactured by



Sight Feed Lubricators for stationary
and the higher-grade of engines.

Penberthy Injector Co., Limited,

Windsor, Ont.

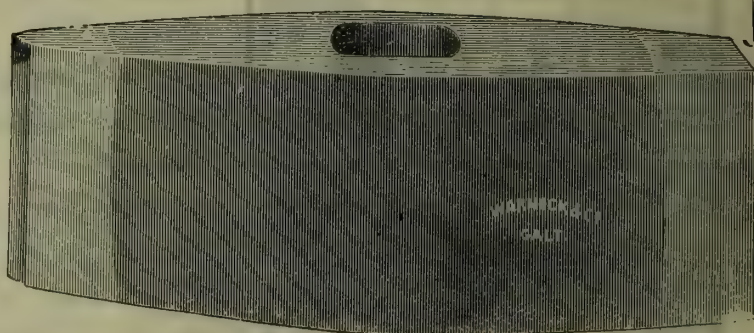


SHEFFIELD STEEL HAMMERS

THESE HAMMERS ARE BUILT TO STAND THE HARDEST SERVICE, AND WE GUARANTEE EVERY ONE OF THEM TO BE FLAWLESS. ASK YOUR JOBBER FOR THIS LINE.

Allan Hills Edge Tool
Co., Limited

GALT, - - - - - ONTARIO

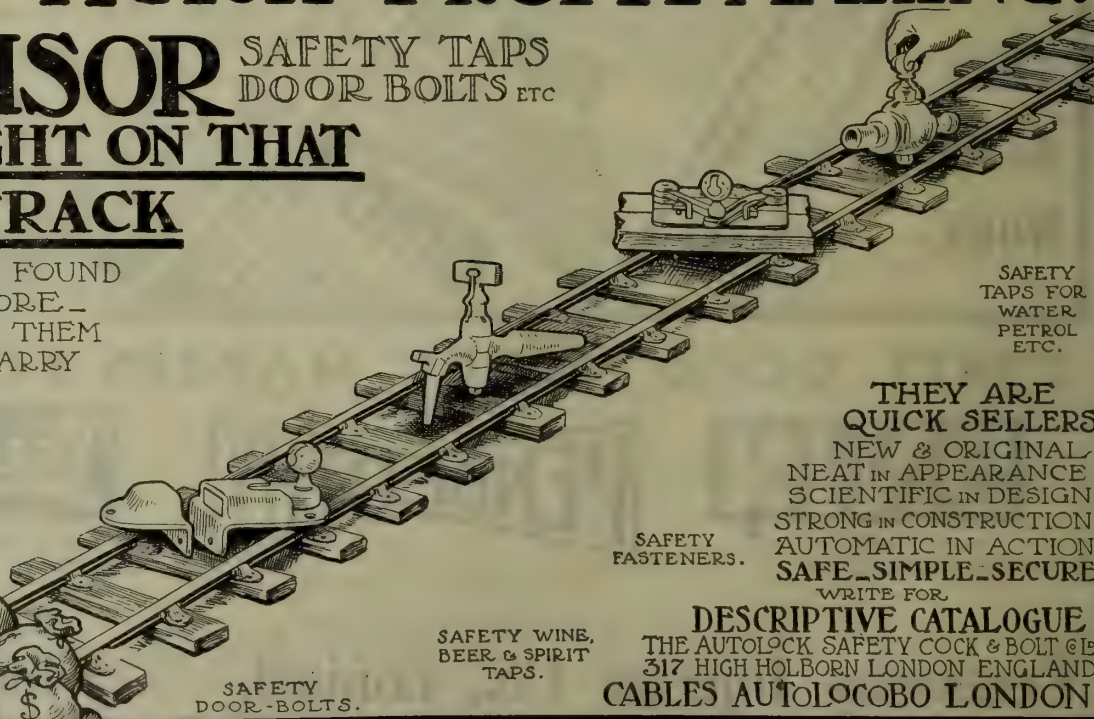


YOU MUST KEEP ALONG THE MAIN TRACK^{TO} PROFIT-MAKING.

THE PATENT **VISOR** SAFETY TAPS
DOOR BOLTS etc
ARE RIGHT ON THAT
TRACK

& SHOULD BE FOUND
IN YOUR STORE.
IF YOU CARRY THEM
THEY WILL CARRY

YOU
TO



SAFETY
TAPS FOR
WATER
PETROL
ETC.

THEY ARE
QUICK SELLERS

NEW & ORIGINAL
NEAT IN APPEARANCE
SCIENTIFIC IN DESIGN
STRONG IN CONSTRUCTION
AUTOMATIC IN ACTION
SAFE - SIMPLE - SECURE

WRITE FOR

DESCRIPTIVE CATALOGUE
THE AUTOLOCK SAFETY COCK & BOLT CO
317 HIGH HOLBORN LONDON ENGLAND
CABLES AUTOLOCOBO LONDON

YOUR FURNACE CUSTOMER

WILL SURELY ENQUIRE

WHAT ABOUT HUMIDITY?

He knows, and so do you, that it is a vital feature in heating. He will also know all about the "Good Cheer" Circle Waterpan—our advertising will put him wise to that.

It will be but a very lame argument that you can make in defence of that diminutive waterpan in the furnace you have been handling.

Is Humidity Necessary? Read This

EXTRACT FROM CIRCULAR NO. 20, ISSUED BY DEPARTMENT OF PUBLIC HEALTH OF PROVINCE OF NOVA SCOTIA. DR. A. P. REID, CHIEF HEALTH OFFICER:

"The air, if dryer than normal, is more avid of moisture—evaporates more water from the mucous membrane of the respiratory passages and proportionally cools the lungs too much. This causes a sense of chilliness that we try to correct by raising the surrounding temperature, and in so far we intensify the evil.

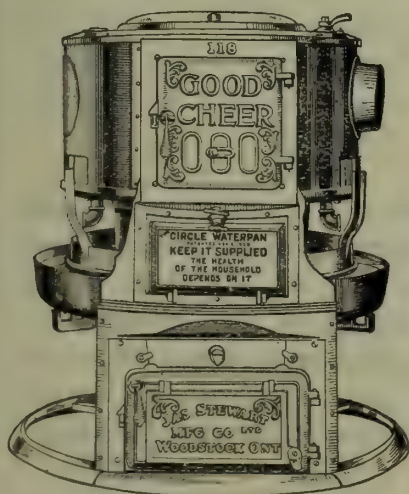
"There is a greater strain on the vital powers to overcome this abnormality with as a result a weakening of the vitality of the air passages and their greater liability to succumb to any disease-producing germ that may be present, and as these are always in evidence, as a result, we have the respiratory (house) diseases—common cold, tonsillitis, grippe, pneumonia, tuberculosis—just as the presense of these agencies predominate and the power of resistance of the individual is lowered, either by inherent or acquired weakness, or by continued exposure to the disease-producing agency.

The more I think of these conditions, the more my wonder is, not that we suffer under disease, but that we get off as well as we do.

It simply means that abnormal atmosphere very very far more than anything else is the factor in disease and death, and that the germs, microbes and all that ilk are only contributory agencies and could be left out of account if we breathed normal air.

To conceive of the large amount of water needed to satisfy the air at a moderately warm temperature, look at the gallons of water evaporated daily in every kitchen, and even there there is never too much moisture present.

There is another and a financial reason that might stimulate us to a change in our habits—a moist atmosphere does not chill the lungs and more heat being retained in the body, it requires less surrounding it, and it is safe to say that 25 per cent. of our fuel could be saved, and this with added comfort."



The "GOOD CHEER" CIRCLE WATERPAN FURNACE

ALONE CONFORMS TO THE PHYSICIAN'S
STANDARD OF HUMIDITY REQUIREMENTS

Get posted on this important subject by reading our booklet on "Humidity and Humanity"—it's yours for the asking.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.
Western Branch:—156 Lombard Street, Winnipeg, Man.

DISTRIBUTING AGENCIES:—McLennan, McFeely & Co.,
Vancouver. B. C.

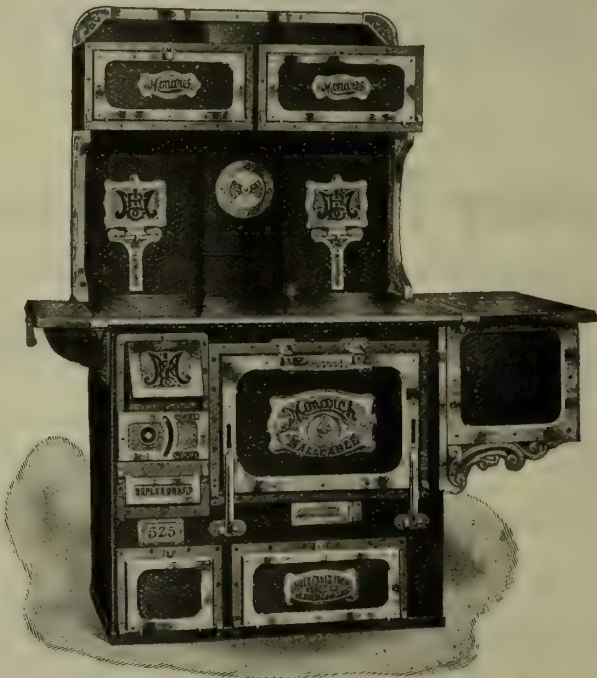
Wood, Vallance Hardware Co.,
Nelson, B. C.

Ross Bros., Limited
Edmonton, Alta.

Monarch

MALLEABLE

The "Stay Satisfactory" Range



MONARCH Ranges are built of Malleable Iron, because it is **stronger** and **tougher** and stands more abuse than common cast iron.

All joints and seams are **riveted** onto malleable iron frames.

A riveted joint always stays **tight**—there is no stove putty to fall out—no castings to crack.

You can send a **MONARCH** Range out of your store, feeling sure that it will make a **satisfied** customer—in short, that it will "Stay Satisfactory."

The ranges we built and sold ten years ago are still giving good service—they are the best assets of our business to-day.

You can now secure
MONARCH Ranges
direct through our
own representatives.

We are looking for live dealers in all parts of Canada to take up and carry the exclusive sale of **MONARCH** Malleable Ranges in the territory they represent.

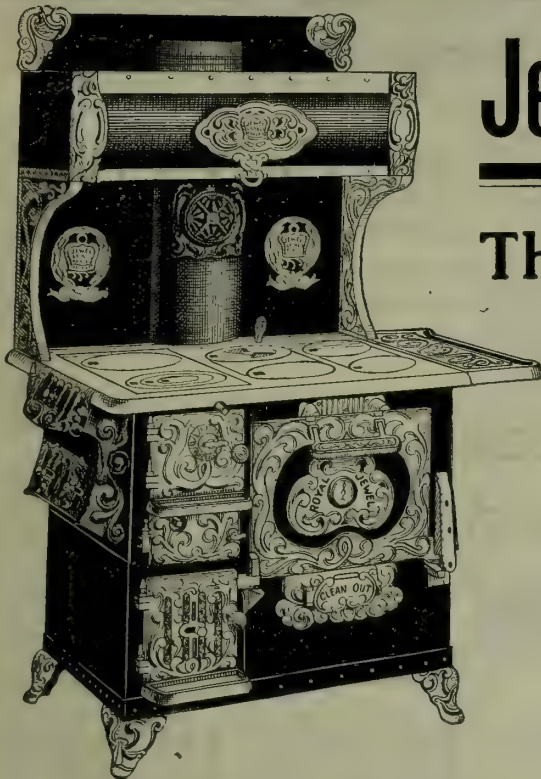
In your taking the **MONARCH** Agency you will have our personal co-operation in developing your territory on the same plan that has made the wonderful success of **MONARCH** Ranges in the States.

When you sell **MONARCH** Ranges you are building future business. We can show you with actual proofs how we can bring your sales into higher levels than you've ever had before.

All shipments are made direct from Canadian warehouses. Write us at once for our No. 10 catalog, with prices quoted F. O. B. Winnipeg. Let us show you how "Our Plan of Assistance" will increase your range business with better profits.

MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin



STYLE E.—SQUARE WITH HIGH CLOSET

Jewel Stoves and Ranges

The Royal Jewel Steel Range The Range of Quality

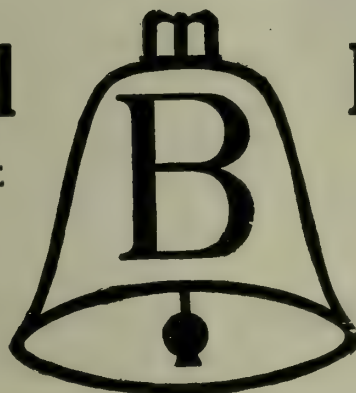
¶ The Royal has every modern improvement. Made either with Encased Copper Tank or with Left-Hand Contact Tank. The range is beautifully nickel-plated and works perfectly. Made in four sizes: Nos. 9-16, 9-18, 9-20 and 9-22. The variety of sizes enables a dealer to satisfy every customer. Dealers will find the Royal Jewel a profitable Range to handle, because it gives every satisfaction and never comes back.

**Tighten your grasp on the Stove Business.
Handle the Jewel Line.**

THE BURROW, STEWART & MILNE COMPANY, LIMITED
Hamilton, Toronto, Montreal, Winnipeg, Vancouver

Bell Brand

TRADE



REGISTERED

Horseshoes

MARK

Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

Canada Bolt and Nut Company, Limited

OPERATING:

Belleville Iron and Horseshoe Company, Limited	-	BELLEVILLE
Toronto Bolt and Forging Company, Limited	-	SWANSEA, SUNNYSIDE
Gananoque Bolt Company, Limited	-	GANANOQUE
Brantford Screw Company, Limited	-	BRANTFORD

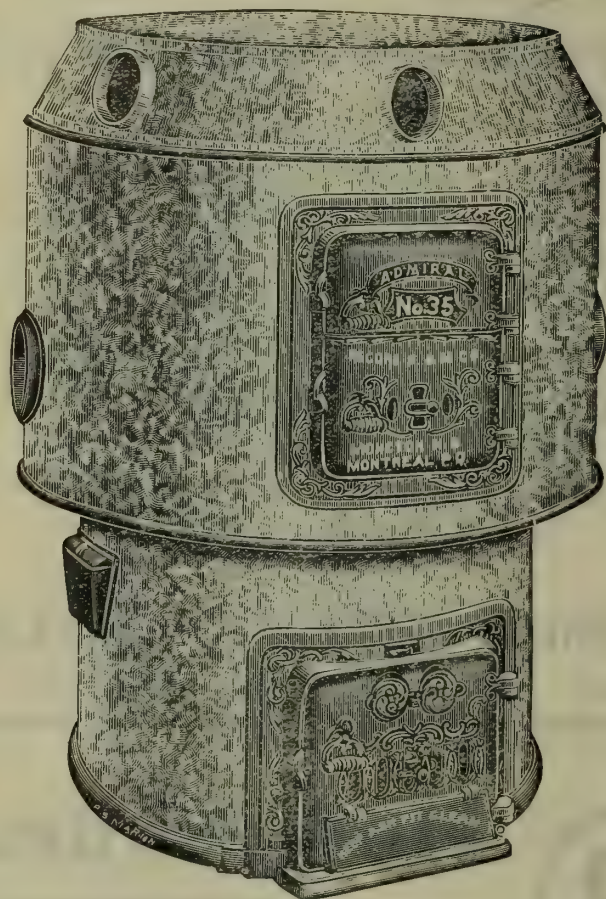
Head Office

TORONTO, ONTARIO

Cement all Sales in Stoves and Furnaces by Quality.

RECORD QUALITY has grown to be a household word.

WHEN you think of QUALITY and DURABILITY you think of The ADMIRAL FURNACE and RECORD RANGES. The DEALER'S BUSINESS is always helped by selling high-grade articles. The satisfied customer will tell others. That's what makes it so easy to sell



Record Stoves and Furnaces

They Sell Themselves

and in addition they bring

GOOD PROFIT TO YOU

OUR CATALOGUE will prove a silent salesman, for you. It gives all the strong selling points of the ranges, the stoves and the furnaces, and when you see the goods themselves you will be convinced.

QUALITY all the time is our slogan and
BACKED BY OUR GUARANTEE.

These two elements will carry success to any dealer who will follow them.
Let us send you our book on heating. It is full of information for you.

The Record Foundry & Machine Co., Limited

MONTREAL AND MONCTON, N.B.

Sales Agencies at Toronto, Winnipeg, Calgary, Vancouver and St. John's, Nfd.

THE SHINGLE THAT WON'T LEAK!

There's a big demand in every locality for a non-leaking roofing material, and the best to handle is the

"Crown" Patent Lock All Round Shingle

Made of best quality galvanized iron, it won't rot like wood, and won't crack like slate. It never leaks; and never needs repairs.

Illustrated Catalogue, latest Price List and samples free on request. Live agents wanted in every city and town to do a profitable business in "Crown" Shingles.



Patented April 18th, 1909

McFARLANE & DOUGLAS, Limited : : **Ottawa, Canada**



**Labor-Saving
Devices Sell!**

Here's a dandy, the

**MAPLE LEAF
CLOTHES DRIER**

Saves time and toil, and will influence other family trade your way.

Instantly adjusted for use, and packs away into small compass when not required.

Is neat in appearance and hangs close to the ceiling—the hottest part of the room.

A line with big profit possibilities. Try a dozen. Send for prices and leaflet to-day.

RONALD MacMASTER, - Vancouver, B.C.

Ontario Sales Agents: STEWART & CO., 122 Wellington St. W., Toronto

COLONIAL GAS COMBINATION

THREE COMPLETE STOVES IN ONE

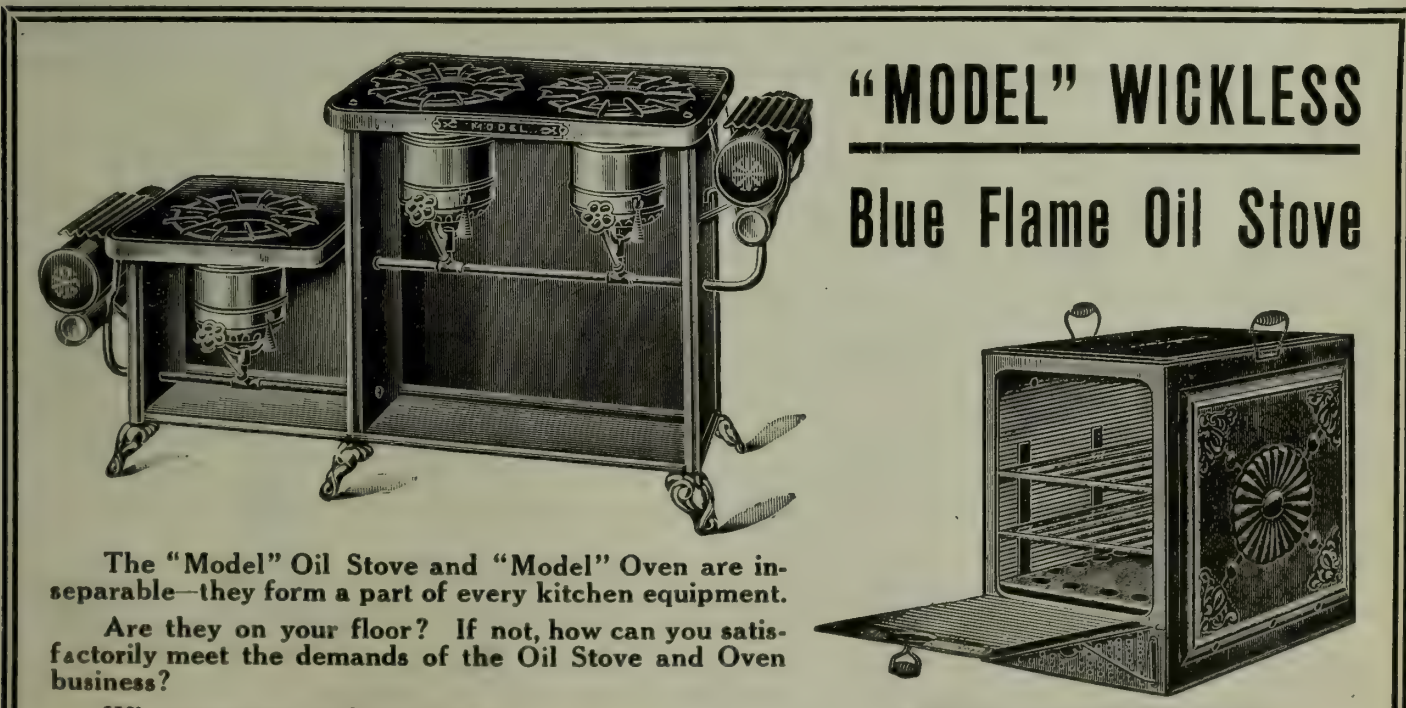


COAL, WOOD, GAS

Occupying the same space as the ordinary coal range. All may be operated at the same time with absolute safety. Satisfaction guaranteed.

Send for Descriptive Circular.

THE PERCIVAL PLOW & STOVE CO., LIMITED
MERRICKVILLE, ONT.



**"MODEL" WICKLESS
Blue Flame Oil Stove**

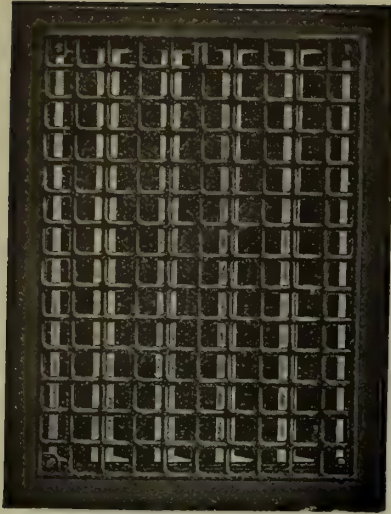
The "Model" Oil Stove and "Model" Oven are inseparable—they form a part of every kitchen equipment.

Are they on your floor? If not, how can you satisfactorily meet the demands of the Oil Stove and Oven business?

What quantity will you have?

McCLARY'S

LONDON MONTREAL TORONTO WINNIPEG VANCOUVER HAMILTON CALGARY ST. JOHN, N.B. SASKATOON



H. and C. REGISTERS, Borders and Faces

All Steel. Beautifully Finished. Neatly Packed.
Non-breakable. Largest Air Space. Low Prices.

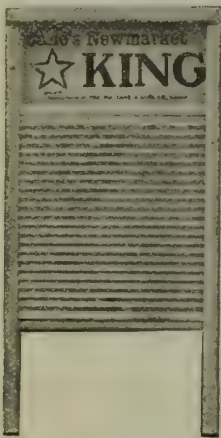
Get our Catalogue.

The HART & COOLEY CO.

Factories:
NEW BRITAIN, CONN.

Selling Agents:
GURNEY FOUNDRY CO.

Montreal, Toronto, Winnipeg, Vancouver and Calgary



It Pays to Sell CANE'S Washboards

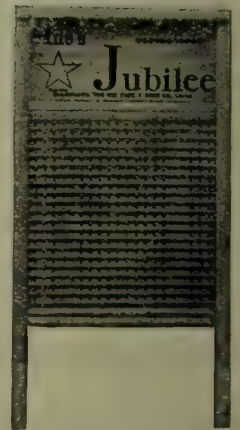
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

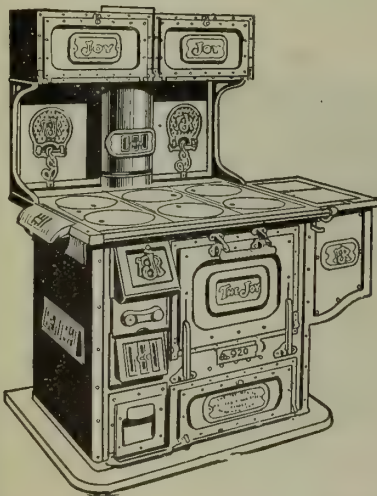
Ask your jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONT.



The Joy Malleable

Is the most perfectly constructed
malleable range on the market.



You'll say so yourself when you have examined it and compared it with other malleable ranges. It is warranted not to warp, crack or break. We are ready to ship promptly these sizes:

No. 8, 18, Square and High Closet

No. 8, 18, Reservoir and High Closet

No. 9, 26, Square and High Closet

No. 9, 26, Reservoir and Closet

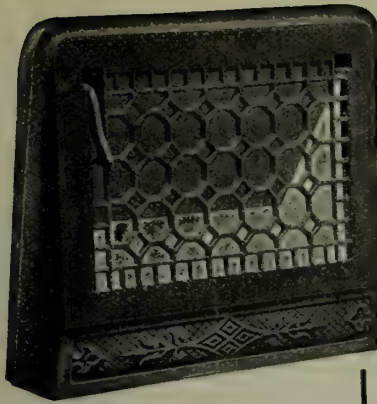
Stocks carried in Toronto, Winnipeg and Vancouver.

The CANADIAN HEATING & VENTILATING CO.

Owen Sound, Ontario

LIMITED

Western Agents: Christie Bros. Co., Ltd., Cor. Henry and Park Sts., Winnipeg, Man.
M. C. Drew & Son, Vancouver, B.C.



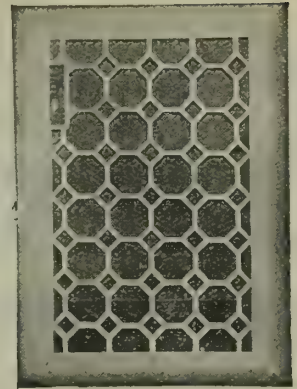
The Moorish Sildewall Register.

The Bull's Eye of Perfection
**REGISTERS, FACES
 BORDERS**

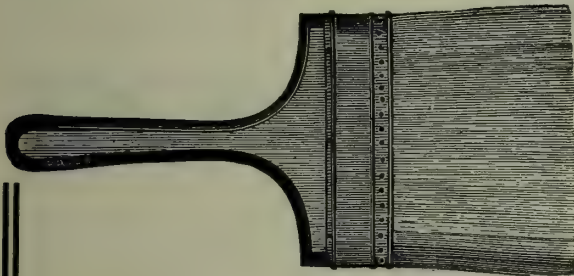
"Made in Canada" Our new plant
 is in full working order making
 all known sizes, shapes and finishes.

Prices Rock Bottom

The Canadian Ferrosteel Company
 Bridgeburg Ontario



The New Convex Reversible Wafer



For Every Purpose

the acknowledged leaders for your best class trade are

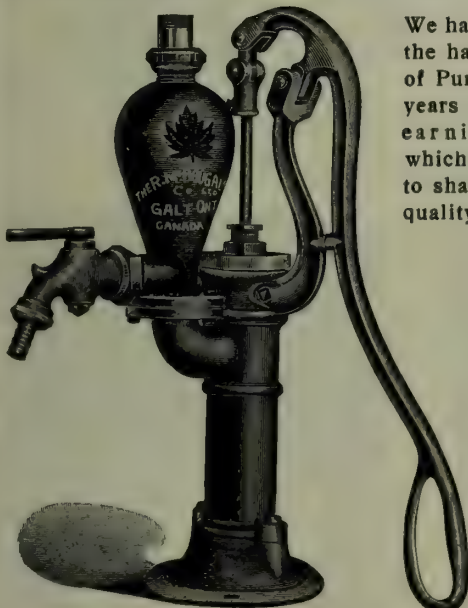
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 Brushes, Brooms and Woodenware**

You need not hesitate to recommend them! They are "quality" goods.

Illustrated catalogue sent to responsible dealers on request.

Thomas Bryan, Limited, London, Canada

Western Representatives—Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton



We have been making
 the hard-to-beat kind
 of Pumps for many
 years and are daily
 earning something
 which we are anxious
 to share with you in
 quality of our goods.

McDougall
 Pumps are
 Standard,
 have been
 and will be
 Standard if
 honest atten-
 tion to detail
 has the usual
 reward.

Always remember, that "Aremacdee" is a
 guarantee of all that is latest and best,
 and catalogue explains.

The R. McDUGALL CO.

Galt, Canada

LIMITED

**NEWHOUSE
 TRAPS**



THE
NEWHOUSE

is the best trap made.

Used by professional trappers.

Every trap warranted Sure to

Go and Sure to Hold.

Furs are bringing high prices. Trappers
 are planning bigger lines of traps than ever.

This year will be the largest trap year the trade
 has ever had. Be sure to have complete stocks
 this Fall. Get your share of this trade. Specify now.

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NIAGARA FALLS, ONT.

Sheet Zinc

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

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In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators

They have been tried all over Canada, and have never failed to give complete satisfaction.

ST. LAURENT COLLEGE

MONTREAL, June 11th, 1901

J. W. HARRIS MFG. CO., LTD., Montreal.

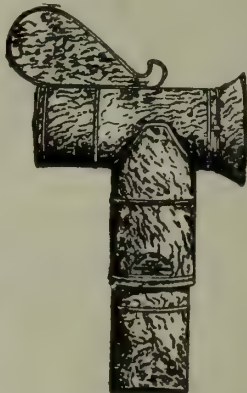
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I am glad to say that your "J. W. HARRIS ROTARY VENTILATOR" put on our College gives entire satisfaction.

J. A. RENAUD, Priest

Write us for terms

The J. W. Harris Mfg. Co., Ltd.
General Contractors and Manufacturers
Montreal

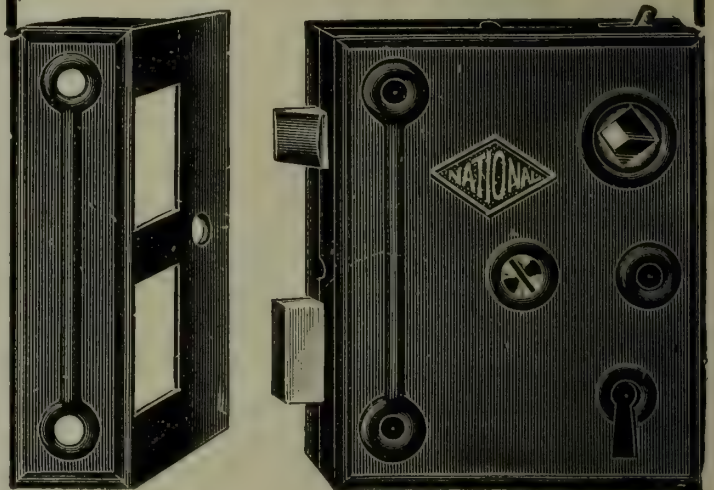


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Steel Rim Locks

and the strongest, safest and most durable
Steel Rim Locks are

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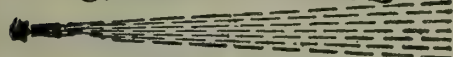


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ORILLIA ONTARIO CANADA

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COMET

Galvanized Sheets

Made by **GILBERTSONS** and
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are of high grade—quality and finish not
excelled

Makers, **W. GILBERTSON & CO., LTD.**,
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SIMONDS



There is no saw made that has
a more complete guarantee of
quality than the **SIMONDS**.
Every Dealer and Jobber
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discounts.

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Branches throughout the United
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**Ornamental Iron Vases, Wire and
Iron Chairs and Settees**

FOR LAWNS AND CEMETERIES

We make a variety of styles and sizes.

Send for our new booklet of Lawn
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Dennis Wire & Iron Works Co., Ltd.
LONDON, ONTARIO



**NEW IDEA IN SHOVELS
THE SPLIT HANDLE**

Advantages over old style:

1. GREATER STRENGTH
2. LESS WEIGHT
3. MORE ROOM FOR THE HAND

The handle is split at the top to form a D, and is made wider than the ordinary D handle,
giving more room for the hand.

The hand piece is rabbited into the side pieces and held together by a rivet passing
through them. The rivet at the bottom of the D prevents the handle from splitting
downwards.

When ordering, specify Split D handles, as we furnish them on all shovels, spades, etc.,
without extra cost.

The D. F. Jones Mfg. Co., Limited, - Gananoque, Ontario



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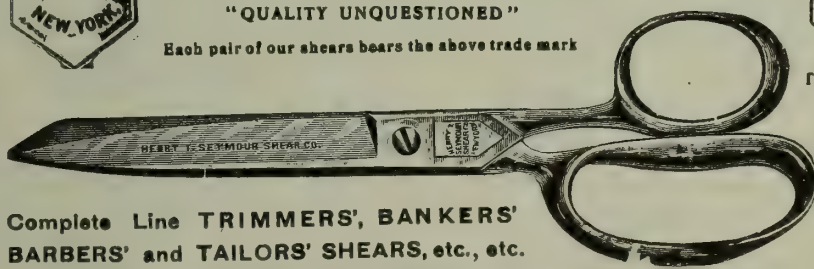
have been the Standard for over seventy years

"QUALITY UNQUESTIONED"

Each pair of our shears bears the above trade mark



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Complete Line **TRIMMERS', BANKERS'
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HENRY T. SEYMOUR SHEAR COMPANY

WIEBUSCH & HILBER, LIMITED, N. Y. N. Y.
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Latest catalog
will be sent in
exchange for
your business
card.



PEERLESS A GOOD SELLER

PEERLESS Fence is so good and so satisfactory that customers come
back—for other goods.

That's the secret of success, Mr. Dealer, selling goods that create more
trade and good will. **PEERLESS Fence** does it.

THE BANWELL-HOXIE WIRE FENCE CO., Hamilton, Ontario, Winnipeg, Manitoba



The "INFALLIBLE" GLAZIER'S DIAMOND

Just the Tool for inexperienced Glass Cutters

MADE BY

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.


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 Steel Beams, Columns, Plates, Gas and
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PRIEST'S CLIPPERS
 BALL BEARINGS
THAT'S SUFFICIENT.
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 There's good money in them for hardware dealers.
 Write for Prices.
The Anti-Splash Filter Co.
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The Best Door Closer is
Newman's Invincible Floor Spring
 Will close a door silently against any pressure of wind
 Has many working advantages over the ordinary spring
 and has twice the wear. In use throughout Great Britain
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W. NEWMAN & SONS
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Barrett's Standard Glass Cutters
 in 22 different styles.
 Order from your jobber or write direct.
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Malleable Iron Castings

Carriage and Agricultural Castings,
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Manufactured by
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 Catalogue furnished on application

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Wholesale Commission Merchants and Manufac-
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OUR POSITION IS YOUR OPPORTUNITY
SASKATOON, WESTERN CANADA

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 firms wishing to be represented.

THOS. SONNE, SR.

Manufacturer of

Awnings, Tents, Sails, and Flags of all Nations, Waggon
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 Coal Bags, all kinds of Tents on Hire, Tarpaulins and
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MODERN "ALASKA" STEEL RANGES

Cooking and Heating Stoves

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Manufacturers of

"ACME" Coated Wire Box Nails, and
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 Toe Calls—Blunt and Sharp
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The PARMENTER BULLOCK CO., Ltd. GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs,
 Bifurcated and Tubular Rivets, Wire Nails,
 Copper and Steel Boat and Canoe Nails,
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 lines that are advertised?

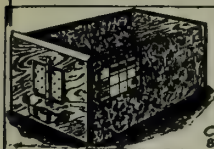
A Post Card will bring you price
 list and full information.

Don't forget to mention Hard-
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HARDWARE AND METAL.

SHELF BOXES.

Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the

**BENNETT STEEL
HARDWARE SHELF BOX**

Saves 20% Shelf Room
over wooden boxes
Write for Catalogue and Price List.
CAMERON and CAMPBELL
63 Richmond St. W. Toronto



Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be **NOTHING BETTER, NOTHING CHEAPER** than the **BRADLEY STEEL BRACKET**. It is well Japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

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James & Reid's

**Patent Surprise
HORSE POKES**

give the best satisfaction.

Ask your Jobber,
or write

JAMES & REID
Perth, Ontario

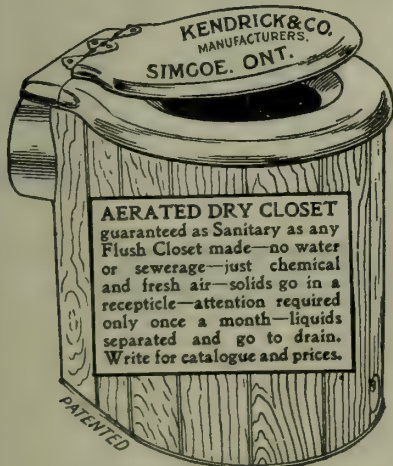
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We are Manufacturers. Large Stock. Prices Right.
We will be pleased to quote you.

Our New Phone No. Main 7:30

THE CANADA METAL CO., LIMITED
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AERATED DRY CLOSET
guaranteed as Sanitary as any
Flush Closet made—no water
or sewerage—just chemical
and fresh air—solids go in a
receptacle—attention required
only once a month—liquids
separated and go to drain.
Write for catalogue and prices.

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We make Sprayers for all purposes, such as flowers, fruits
vegetables, disinfectants.

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COLLINS MFG. CO. TORONTO.

STRAPPING HOOP IRON.

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207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop
Iron, Transfers, "Decalcomaine,"
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ARMSTRONG CUTTING-OFF TOOLS
are correctly designed and the blades
are bevel rolled from special Self-
Hardening Steel. Straight and Offset
shapes. 7 sizes each. Write for Catalog

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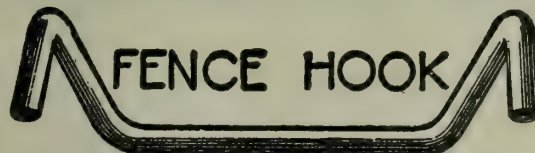


Ventilators and Chimney Cowlis
My patent rotary ventilator is
backed by a guarantee. It is the
best ventilator on the market. Write
for particulars, handsome booklets
of testimonials and information
mailed free.

GEO. D. PEARSON & CO.

Office and Works
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GALVANIZED FENCE HOOK



The Western Wire and Nail Co., Limited.

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For Fastening Wooden Pickets on
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**WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED, CLOTHES
LINE WIRE, STAPLES, etc.**

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in
Glass, Hardware and Painters' Supplies.

WIRE GOODS.

Buy your

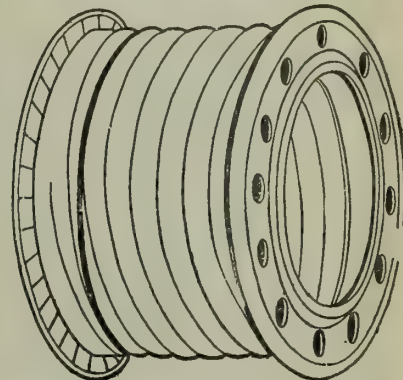
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Office: 250 Lemoine Street
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O.K. THIMBLES



Every new house in your town means a
prospect for several O.K. Stove Pipe
Thimbles. You should carry a good
supply in stock and be ready to supply
them when wanted.

O.K. Thimbles are made for both floors
and partitions. They can always be put
in place instantly. Your customers will
prefer them to any other Stove Pipe
Thimbles they can buy.

For sale by Jobbers or by the Manufacturers

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

The Toronto Plate Glass Importing Co., Limited

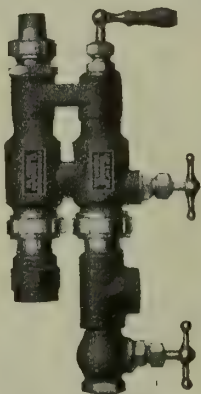
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**PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS**

Works: Don Speedway, also Victoria St.,

TORONTO

If you don't carry STEAM GOODS as a staple line you occasionally have enquiry for something of the kind. When asked for an Injector, Valve, an Inspirator, or any other article of the kind, REMEMBER that we have the goods, so well known for their high EFFICIENCY, DURABILITY and SIMPLICITY.



The Genuine Hancock Inspirator

The Hancock Inspirator is a double tube boiler feeder requiring no adjustment under varying steam pressures



The J.M.T. Valve

The J.M.T. Injector operates under the widest range of steam pressure.



The J.M.T. Injector

The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, TORONTO



Dominion Wire Manufacturing Co.

LIMITED

MONTREAL

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MR. JOBBER:

Particular people are every day asking for

**Dominion
Screws**

Why not stock the kind that please your customers?

We have a well-assorted stock and can ship promptly all orders for

WOOD SCREWS

Flat, Round and Oval Head---Brass, Iron and Bronze

ALSO

Wire Gate Hooks and Eyes

Sizes 1½ to 24 inch

N.B.---Look over our catalogue and see if you could not send us an order for mixed car-load, with above lines included.

DO YOU WANT THIS SHOW CARD ?

It will boost your
Spring sales of

**ASBESTOS
SAD IRONS**

No better time to con-
vert customers to the

**ASBESTOS
SAD IRONS**

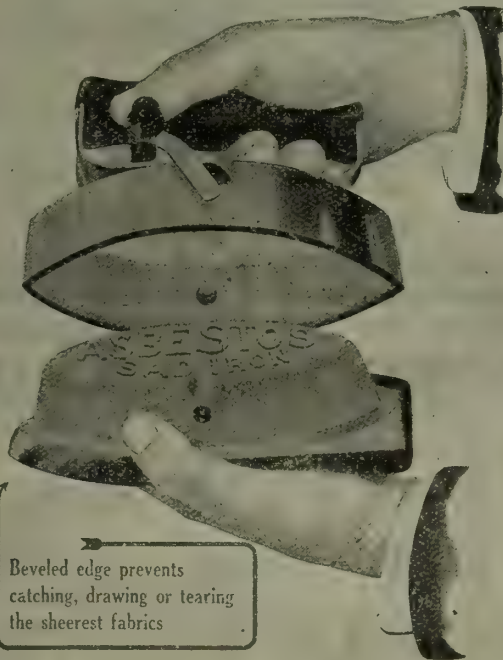
Way than right now.
Wash dresses are be-
ing worn more every
day and the women
who iron them need
the best irons to do
the neatest work with
the least exertion.

Can you spare a postal
card? Write on it---
"Send your Spring
Show Card"---and
mail it.

A SPRING SUGGESTION

The beauty of a Swiss, mull, or scrim
curtain is not so much in the trimming
as in the laundering—

Try The Asbestos Way



Even inexpensive draperies look well
when ironed with

**ASBESTOS
SAD IRONS**

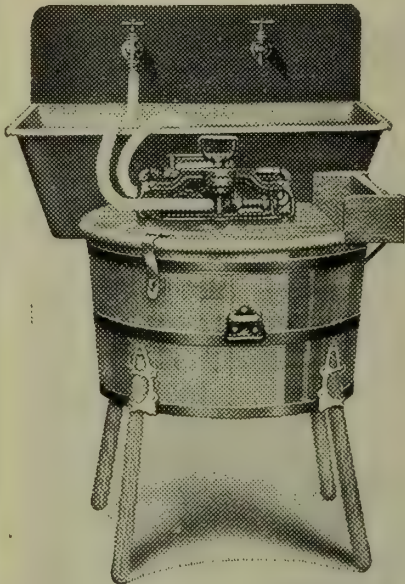
Size--11 x 22 inches, printed in five colors.

The Dover Manufacturing Company

Canal Dover, Ohio

"Veribest" Rub-Board Motor Washer

OPERATED BY ORDINARY CITY WATER PRESSURE



Do not be misled by the many other motor washers that are being offered. Do not get them confused with the VERIBEST. It is entirely different from all and in a class by itself. Something entirely new. Will wash large, heavy pieces as well as the smallest and most delicate. Guaranteed not to tear or injure any garment, including the most delicate laces and silks. It squeezes the clothes and drives the hot suds through every fibre—suction effect. Consumes less water and develops more power under lighter water pressure than any other motor.

Watch for the improved "EXCELLO" next week

WRITE FOR NEW CATALOG

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EXCELLO SPECIALTY CO.
BERLIN, ONTARIO

Here you are, Gentlemen

ATKINS Sterling SAWS

The Finest Manufacturers' Brand

Made for the best mechanics who are willing to pay a fair price for the best tools.



**We Help You
to Sell**

Send your order to your jobber. If he won't supply you, then write to us.

E. C. Atkins & Co., Inc.

Makers of Sterling Saws

Hamilton

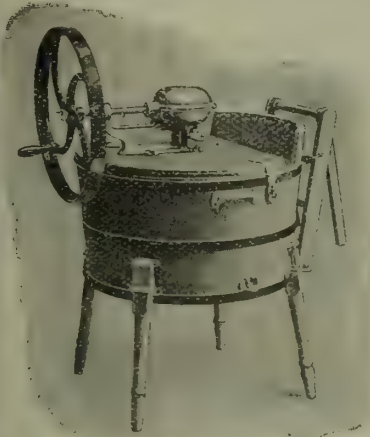
Ontario

Simplicity of Gearing

is a leading feature of the

"Winner" Rotary Washer

which is not at all liable to get out of order.



The main shaft runs on roller-bearings, which carry all the weight and make the machine very easy-running. The inside is widely corrugated, and the whole machine is strongly built and attractively finished.

A strong-selling line you can handle profitably.

Write for Catalogue and Prices.

J. H. Connor & Son, Limited
OTTAWA, CAN.

We make a complete line

You are headquarters for a complete line of roofing goods when you are the Brantford Roofing agent.

You have a *smooth* surface roofing, a *silicia*-finish roofing, a *mineral* surface roofing, to show your prospective customer Every roofing requirement can be satisfied in the Brantford line. No sales should get by you in that respect.

Each style has the quality that has made

"Brantford" Roofing

famous from coast to coast. Pure wool felt foundation—99 per cent. pure Asphalt saturation. Brantford Roofing is the kind of roofing you can enthusiastically recommend and feel certain it will always make good.

Write for our catalog at once.

Brantford Roofing Co., Ltd.
8 BRANTFORD, CANADA

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Winnipeg Agents: General Supply Co. of Canada, Ltd

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GALVANIZED, JAPANNED OR PLAIN

Our Sprinklers are made to withstand rough usage. The spout is seamed on to the body, the handle is riveted on and the top is special reinforced.



We can supply them either plain, japanned or galvanized. They are made with cleanable zinc roses and are supplied in sizes from 1 to 20 quarts.

Order from

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TORONTO
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VANCOUVER
HAMILTON

ST. JOHN, N.B.
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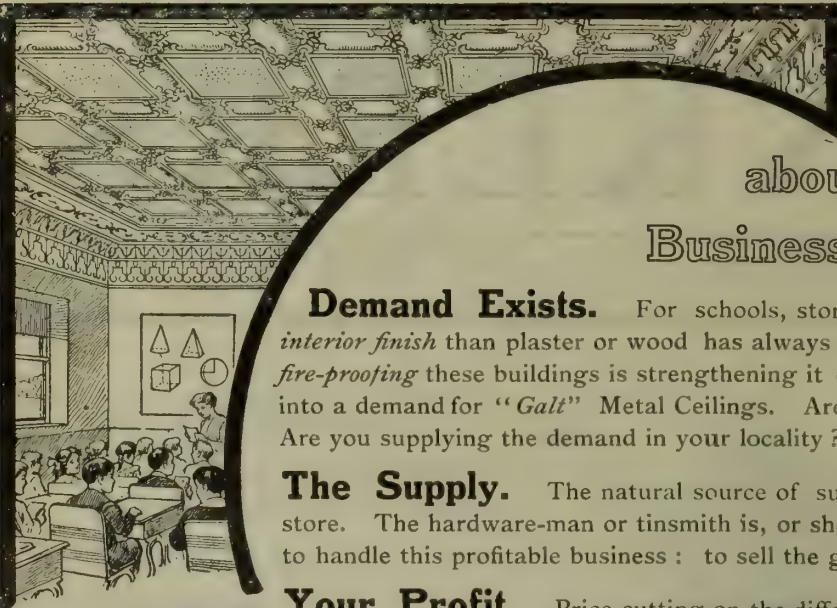
We make our *Conductor Pipe* just as carefully and accurately as we do our trough. So if you want superior trough and conductor pipe at very reasonable prices just write us for quotations.

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Our goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher; Quebec, J. A. Bernard; Toronto, G. P. Breckon & Co.; Winnipeg, Clare and Brockest; Calgary, Ellis & Grogan; Vancouver, Wm. N. O'Neil & Co.



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Demand Exists. For schools, stores, residences, etc., the demand for a *better interior finish* than plaster or wood has always existed and the constant progress towards *fire-proofing* these buildings is strengthening it every day. Our advertising crystallizes this into a demand for "Galt" Metal Ceilings. Are you taking advantage of these conditions? Are you supplying the demand in your locality?

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Steel Fishing Rods

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A MARVEL OF SIMPLICITY. STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
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Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order
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Nos.	1	2	3
Inches.	12 x 13½	13½ x 15	15 x 17½

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TORONTO

WINNIPEG



Delegates in Attendance at the Convention in Brandon—Photograph taken in Front of the City Hall.

Hard-headed Business Men Discuss Western Problems

Annual Convention of the Associated Boards of Trade of Western Canada at Brandon—The Business and Transportation Questions Affecting the Great West Intelligently Ventilated—Delegates Present From the Three Big Central Prairie Provinces—To Lethbridge, Alta., in 1911.

Staff Correspondence.

Brandon, Man., June 14.—An organization in western Canada which is growing stronger year by year, both in numbers and potency is the Associated Board of Trade of Western Canada.

It takes many years for a body covering such a great area and having for its aims the improvement of diversified interests to get its machinery into smooth running order. But the seventh annual convention of that association held in Brandon, June 9-10, was the most successful one since the efficiency of the body, both in its integral parts and its ability to handle large questions became prominent. Last year at the convention held in Saskatoon, Manitoba was represented for the first time. The delegates from that province and particularly from Winnipeg, evidently did not throw themselves entirely into sympathy with the work of the boards from the other provinces. Last year this was a detriment. This year there was no trace of this divided feeling, and the delegates united as one harmonious body to discuss in perfect sympathy such questions as were introduced from the various centres.

The work of arranging the details of the convention were well worked out beforehand by Secretary J. T. Hall. One result of the smooth working machinery was the shortening of the convention session by about seven hours over any previous sitting; and although there were not so many resolutions submitted as last year, yet there were more resolu-

tions retained for discussion than last year, and the discussion also proved to be more intelligent and concentrated.

Out of thirty resolutions submitted by seven local boards of trade only four were struck out by the resolutions committee. This proved that the questions



E. M. SAUNDERS, MOOSE JAW,
Elected President of the Associated
Boards of Trade of Western Canada.

which were vital for the different points appealed to the resolutions committee as questions of great interest to the west as a whole.

Most of the questions under discussion revealed the fact that the west was developing faster than the various governments, federal and provincial realized. There were urgent needs dominant everywhere which the boards of trade were anxious to bring to the attention of the governments.

On Wednesday evening, the day before the scheduled date of the convention, the resolutions committee met to prepare the program, so that everything was in readiness to proceed next day.

THURSDAY MORNING.

The resolutions committee submitted their report with M. Isbister, Saskatoon, in the chair. The report was accepted. The appointment of committees was then taken up and the following were named as the committee of procedure: President William Cousins, Medicine Hat; Judge Maguire, Prince Albert; F. Nation, Brandon; C. N. Bell, Winnipeg; G. Knowles, Moose Jaw.

A committee to draft a resolution re the death of the late King and accession of George V. was named, consisting of Judge Maguire, Prince Albert; E. D. Martin, Winnipeg, and J. A. McNicol, Lethbridge.

The report of the secretary was called for and although practically nothing but statistics was reported, yet this feature

was intensely interesting since it showed a balance of about \$122.65 on hand, the receipts totalling up to \$612.

President's Address.

President W. Cousins, Medicine Hat, read the following address:

"As a retiring president of the seventh annual convention of the Associated Boards of Trade of Western Canada, I have herewith the honor to present and deliver the annual address.

"In doing so, I desire to express my appreciation of the honor you conferred on me last year when you elected me to preside over your deliberations—an honor that I consider worthy of any man's ambition; and esteem more highly to-day than when first conferred because of the assemblages of representative business men here, and because of the wonderful growth of Western Canada during the past twelve months.

"In these days, when graft and bribery have so much to do with selecting men to fill representative positions, it is very gratifying to know that such considerations have had and still have nothing to do with the election of a president of this, the most representative body of live business men in this part of the Dominion of Canada.

"The attendance at this convention—the second in which Manitoba participates, and the first to be held in Manitoba—must be a source of satisfaction to those who have labored so earnestly to make the work of these conventions a means of securing the attention requisite to the welfare and development of Western Canada.

"Conventions have been held in the principal cities of Alberta and Saskatchewan. To-day, we are here in Brandon the centre of what may safely be called the greatest wheat section in the world.

"It is customary for each president in his annual address, to take up a considerable amount of time in going over those things that are worthy of attention, but I know that you are business men and take it for granted that you are quite as well acquainted with what is going on, as I am. Therefore, I will not take up your time at any great length, but will mention a few things that I noticed. President McAra said in his 1907 address, that if we had a favorable season, he would venture to say that the value of the 1908 crop would reach \$125,000,000.

Money Coming From The South.

"The people from the south who are invading our country (and we are glad to see them), are bringing in \$100,000,000 in cash this year—and how much more in benefits, no one can begin to estimate.

"The same wonderful development is taking place all over Western Canada for the past year that had been going on for the previous seven years.

"To-day, we are in the eye of the world. In New York, and in Chicago, the latest and most popular song is about one of the presidents of our big milling companies, "Has Anybody Here Seen Kelly?" and in Washington, the ques-

tion, "Why go to Canada?" is as important as the question, "Should Women Vote?"

"Towns have sprung up in places which were bald-headed prairie last year; steam ploughs are now working up the soil on the vast tracts of country over which the buffalo roamed in countless thousands within the memory of many of you; elevators and flour mills have been built and are gathering in the golden store of grain that will make our country one of the greatest in the world; tall chimneys have been built in all the cities of our land and we are starting in to manufacture. It will not be long before we make our own needles, and thus save the heavy freight charges which we have had so much reason to complain about.

The Great Growth of the West.

"When the first convention was held in Calgary, seven years ago, the popula-



M. ISBISTER, SASKATOON,
President of the Saskatoon Board of Trade.

tion of that city was then 10,000; and to-day, it claims close to 40,000.

"At the convention at Regina, the delegates from a place on the Saskatchewan River, called Saskatoon, invited all the convention delegates to visit them, and even had the nerve to agree to furnish each delegate with transportation and pay their hotel bill—no mention being made as to bar account. I can say, as one of the delegates, who accepted the invitation, that the reception we received on that occasion at the hands of the people of Saskatoon, will remain green in my memory as long as I live, because while under the influence of their hospitality, I purchased a number of lots in what was then a village, but is now a large-sized city. Lots very close to where I bought, sell for twice the price per front foot now, that I paid for a twenty-five-foot lot then.

"How different is this to the early days, even in the memory of so young

a man as myself. During my first year in the country, I was told by one of the leading manufacturers in Canada, that he would not give us his watch and chain for the whole country from Winnipeg to Vancouver, and would not care to sell me a carload of stoves unless I could get my father to guarantee payment, because he was afraid there would never be enough people in the country to use them. To-day, he has a warehouse in every large centre between Winnipeg and the coast.

"In the Province of Alberta, I have seen apples grown that for flavor and appearance, can not be beaten, and it is known to most of you here that strawberries grown in Manitoba for the Winnipeg market are the best flavored in the world.

Annual Stock-Taking Time.

"With our natural advantages, we know what a great nation we are to become if we use what we have, right; and it is well to meet as we are doing now to take stock once a year and consider the questions that affect our interests. It may be that the Associated Boards of Trade have not had all to do with the development that has taken place, but it is a fact that the big start took place about the time of the organization of the association.

"Delegates who have been in the habit of attending these conventions, have expressed to me their doubts as to whether it is worth while to hold these meetings, and say that they do not know that we have done much good. They also complain that whether we have or not, they are not in a position from lack of information to know what the results have been. This brings up an important matter which is the remuneration to be paid to the secretary, and the cost of printing for the various Boards of Trade, information as to what has become of their, and other, resolutions. To do this, we need money; and I would recommend the appointment of a committee to go thoroughly into the matter, and bring in a report with which the convention may deal as they think proper.

"If you will take a look over the subjects discussed and dealt with at the conventions held prior to this one, you will see what a great deal of matter we have handled and when you consider the effect of our bringing these matters to the attention of those concerned and consider the advantage of the attention they have had, and the improvements wrought through our efforts. I am sure you will agree with me when I say our labor has not been in vain, nor our time wasted, to say nothing of the mutual benefit derived from bringing together men from all parts of the three provinces.

"At our last convention, the remuneration to be paid our secretary was left to the executive to arrange, Mr. Hall kindly consented to accept the work for \$300 per annum, which the executive considered very reasonable; in fact, a less sum than the work was really worth.

and decided to leave the question of increasing this amount to the convention.

Freight Rates on Coal.

"One of the most important questions brought before the convention at Saskatoon by the delegates from Moose Jaw, was regarding the freight rates on coal. This was left with the executive to take up and discuss with the representatives of the different railway companies and take, if necessary, before the Railway Commission. The executive consisting of President, William Cousins; First Vice-President, E. M. Saunders; Third Vice-President, A. E. Cross and our Secretary, J. T. Hall, held a conference with the representatives of the C. P. R. and the C. N. R. in Winnipeg. As far as the conference is concerned, it was a very pleasant one, and we left for our respective homes feeling that we would be able to come here to-day and expect that this convention would at once pass a vote of thanks for the efforts made in behalf of the public by the executive; but we won't expect that vote of thanks to-day unless you find that the rates have been put down to your entire satisfaction. That we did not succeed in our mission we are free to admit, and it is due to the fact that the railway representatives are better posted in regard to freight rates than are the members of your executive. We feel now that rings were worked around us and we must confess defeat.

"The resolution being brought up by Moose Jaw at this convention, No. 11 on your list, 'The Appointment of a Freight Expert for the Province of Saskatchewan,' I commend to your favorable consideration as a way of getting better results.

"In conclusion, let me again thank you for the honor you have done me in selecting me as your chairman. I trust that the high standards set by former presidents has been maintained, and that your deliberations here to-day may be productive of much good."

Election of Officers.

President Cousins called for the election of officers which resulted as follows:

President, E. M. Saunders, Moose Jaw, Sask.; first vice-president, W. Georgeson, Calgary; second vice-president, M. Isbister, Saskatoon; third vice-president, C. J. K. Nourse, Lethbridge; fourth vice-president, E. D. Martin, Winnipeg.

THURSDAY AFTERNOON.

Freight Expert.

W. E. Knowles, Moose Jaw, brought forward the following resolution which was slightly discussed and carried.

"That a recommendation be sent to the governments of Manitoba, Saskatchewan and Alberta requesting that they engage a freight expert in transportation matters whose duty it shall be to study the freight tariffs of the railway companies operating in the provinces and endeavor to adjust any differences arising between the mer-

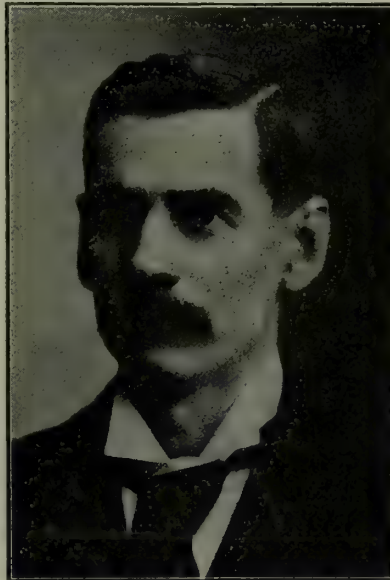
cantile interests and the railway companies in connection with these tariffs."

Distribution of Harvest Hands.

This resolution also emanated from Moose Jaw with W. E. Knowles as its sponsor. He made a strong plea in the light of past experiences everywhere in the west and with the possibilities of a heavy crop this coming season.

The resolution recommended that the Board of Trade, the governments of the three provinces and the railways, co-operated in the matter of properly distributing harvest hands.

There was no one to speak for the government but W. B. Lanigan, C.P.R. assistant freight traffic manager, was present and spoke on the question. He said: "This is a serious question. The railways admit that they are unable to complete their plans due to heavy traffic in all departments. Not only in the distribution of harvest help but for all dependable business it is urgent that steps be taken to bring help into the



J. T. HALL, MEDICINE HAT,
Re-elected Secretary for Another Year.

country. The country is going to suffer if some feasible system is not put into operation to do the necessary work in the country and properly locate the great influx of immigrants. It is necessary that the different provinces and the railways co-operate in the matter. I suggest that each district put a special man on the field to estimate the number of men needed for a given locality and report to a combined committee from the government and the railways."

F. M. Sclanders, Saskatoon, said: "Last year from Saskatoon about fifteen hundred messages were sent out to get an estimate from the farmers as to the amount of help required. Out of that number applications came in from only two. The farmers cannot be depended upon; the railways and governments must take the matter up."

The resolution was carried.

Sheep Industry in the West.

W. Georgeson, Calgary, introduced a resolution regarding the sheep industry of Alberta. It was along the line of the much needed protection to all live stock

interests in the country. The people of the provinces felt that particularly the foothills of the Rockies, where there were thirty-four townships and which were practically useless for anything else should be used for sheep culture which would be a great source of wealth to the country.

The motion was seconded by W. Cousins, Medicine Hat, and carried.

Accommodation for Immigrants.

W. Georgeson, Calgary, moved a resolution to approach the Dominion Government for better accommodation for incoming settlers. It was brought out in the discussion which followed by C. N. Bell, C. Webster and others that although some places in the west had no complaint in this regard—Winnipeg for instance had a splendid immigration system—special places should be named where the government should be asked to look into the question. The resolution was amended to cover this and was carried.

Better Customs Facilities.

"WHEREAS the general settlement of the west is causing numerous wholesale manufacturing and jobbing centres to be established where a large amount of importing is done, thus necessitating the maintenance of an adequate staff at the said points, and

"WHEREAS at the present time a number of these ports of entry are not supplied with a sufficient number of hands, and

"WHEREAS this condition of affairs not only causes considerable loss to the different merchants but also retards the general business of the country.

"Therefore this convention desires to urge upon the Honorable Minister of Customs the necessity of increasing the facilities at such ports throughout the west by adding to the staff a sufficient number of hands to handle the work without delay to the importer."

This resolution was introduced by W. Georgeson, Calgary, and was felt to be an important one.

"We just wish to call the government's attention to the fact that they are not moving fast enough to keep up with the conditions of the country. In the customs departments there are often vexatious delays. A week is sometimes required to get an article through when twenty-four hours should be sufficient," he said.

It was agreed to state the matter specifically to the government and the motion, seconded by Chas. Webster, was carried.

The Naming of Grains.

P. Loney, Moose Jaw, brought forward a resolution respecting the naming of grain grown in the different provinces, or a suitable name for wheat grown everywhere in Western Canada.

A. Kelly, Winnipeg, thought it was a mistake to change the name "Manitoba No. 1 hard" as it now had a world reputation which was a distinct asset to the commodity.

In the discussion which followed nearly everyone was in favor of leaving the name unchanged. Mr. Shaw, traffic manager C.N.R., referred to the "Duluth" wheat in the United States as applied to the grain grown in three states. Besides it was a question for the terminal elevators to decide.

W. B. Lanigan, C.P.R., Winnipeg, recalled the history of a brand of cheese

produced in different counties in Ontario where the name was an asset to the trade. In this connection Mr. Lanigan took pains to do honor to the name of Hon. T. Ballantyne who was the pioneer cheese producer of Ontario.

The resolution was withdrawn.

The committee of procedure submitted their report at this point. It was presented as follows by the chairman, Thos. H. Maguire:

"Your committee appointed at this morning's session to consider the best means to be adopted to give effect to the resolutions passed at the seventh annual meeting, beg to make the following recommendations:

"That your executive, when they deem it advisable, request the assistance of the Boards of Trade at the capitals of the three provinces, to take up on behalf of this association, matters that the association desire to present to the several provincial governments, and that the said Boards of Trade on behalf of the association, use their best efforts to have the Provincial Government carry into effect by legislation or executive action, the expressed views of this association.

"That where matters dealt with by this association are to be presented to the Federal Government, that the Executive not only present such matters to the government in writing, but also, when possible, by deputations and by direct appeals to the representatives in Parliament and the Senate from constituencies in the three provinces.

"That the progress made by the Executive in the securing of results from the action of the association in various matters dealt with from time to time, be communicated by the secretary of each Board represented in this association, by a leaflet or circular letter issued, say, monthly.

"That this association take such action as will result in making the annual income of the association equal to, at least, \$1,000.

"That the salary of the secretary for the coming year be placed at \$40 per month, in view of the increased duties to be required of him."

The report was adopted and the meeting took up the matter outlined in clause four re the increasing of funds.

H. B. Gordon, Winnipeg, suggested an increase of 50 per cent. in membership fees. This was thought to be too small, and it was moved by F. Nation and W. Cousins, that the fee be fifty dollars, instead of twenty-five. It was carried.

THURSDAY EVENING SESSION.

Opening Indian Reserves.

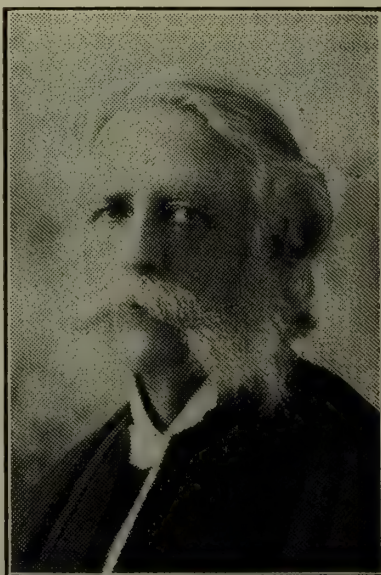
Be it resolved that this convention request the Department of the Interior to favorably consider the question of greater activity in throwing open Indian reserves for settlement.

W. Georgeson, who introduced the resolution, stated that the Indians were rapidly dying off, and that they do not develop the country. At present it is estimated that over 565,000 acres more than the Indians are entitled to are in their possession. This would make room for about 19,000 white people.

D. S. Beech, (Cardstone, Man.), stated that in his district there were 365,000 acres of excellent land possessed by the Indians. The difficulty to get the land is that the Indian agent has to sell it and they do not like to lose their jobs. The Government has not made any effort to secure the land, and open it for agricultural or railway purposes, but he thought they would if this association approached them. The motion was seconded by C. Webster and carried.

To Repeal Liquor Statutes.

Section 4 of Chapter 38 of the Statutes of Saskatchewan for 1909, prohibits any municipality from collecting a business tax from a hotel or any liquor licensed business. J. Loney (Moose Jaw) considered this unjust, and asked the convention to have the statute repealed. It was seconded by W. Cousins (Medicine Hat). After a brief discussion, in which



JUDGE T. H. MAGUIRE, K.C., LL.D.,
Delegate from Prince Albert Who Introduced Several Resolutions.

it was brought out that the question was wholly one for the municipalities to deal with. It was withdrawn.

Interest on Overdue Accounts.

W. J. Birnie (Carman, Man.) moved the following:

"Resolved that this associated Boards of Trade of Western Canada are of the opinion that legislation should be enacted to make it clear that overdue accounts shall bear interest from date due on the same terms and same rules as are now provided for overdue bills and notes."

Mr. Birnie, in moving the resolution, admitted that it aimed at the curtailment of a lengthy credit system, and would tend to bring a retail business into an established system of cash, which, he claimed, was necessary for the maintenance of a successful business.

F. Nation (Brandon) said "A merchant ought to be able to settle the ac-

count himself without getting the aid of law. I have had no trouble in this particular regard."

Judge Maguire—"Giving notice to the creditor would render the debtor liable to interest, just as legally as in the case of bills and notes."

W. E. Knowles—"A Carman lawyer stated that accounts running cannot bear interest."

There was an evident difference of legal viewpoint, but upon motion the resolution was carried without much discussion.

Fire Insurance Policies.

This resolution, which is perhaps the most radical one on the whole programme, was introduced by W. J. Birnie, of Carman, Man., It read:

"Whereas the present forms of fire insurance policies are many and varied, and in many cases are worded in such an ambiguous manner as to be difficult of interpretation and open to serious objection. The objectionable clauses are numerous and tend to useless and costly litigation."

"Therefore, be it resolved that the Governments of Manitoba, Saskatchewan and Alberta be petitioned to introduce and pass such legislation as will make the using of a standard form of fire insurance policy (free from such clauses) compulsory."

Mr. Birnie said: "This resolution may appear rather difficult to carry into operation, and may seem rather one-sided until the details are gone into carefully. It must not be taken for granted that my opinion is that all fire insurance companies are grafters, and that the policyholders are all innocent victims, but I have long considered that legislation regulating the terms of fire insurance parties might, with advantage to the insured and without undue hardship to insurance companies, be enacted. Fire insurance policies are accepted without proper scrutiny into their provisions. It is difficult to name any security that requires more care than fire insurance policies, as at present drawn up, and insurers must of necessity be experts and give their most careful attention to the wording and conditions of the policies they accept; and, no hardship would be entailed upon the fire insurance companies by compelling them to adopt a standard form of policy easily understood and devoid of all contentious clauses."

The resolution was seconded by H. E. Robison (Carman).

Joseph Cornell, a Brandon insurance company manager, spoke in favor of the resolution. It was the ambiguous wording contained in the policy that necessitated the change. A standard form of policy, which originated in New York, was now used throughout the United States, with great satisfaction. Mr. Cornell compared several clauses in the New York policy with the policy of a com-

pany doing business in Manitoba. He made it clear that the U. S. policy was more simplified and would be more easily understood by the average policyholder.

After a brief discussion in favor of the resolution it was unanimously carried.

Sign Posts in Backwoods.

The first resolution from Prince Albert recalled the fact that there was much pioneer life yet in the great west. Judge Maguire who moved a resolution to have signs established in new districts for the guidance of travelers and new settlers related some vivid experiences of those who had wandered many miles out of their course because of the lack of anything to guide them on the journey. Delegates from the cities and settled portions were inclined to be unsympathetic toward what seemed to them amusing incidents, but those who had "been there" made it clear that it was no joke. The resolutions carried with a good majority.

Telegraph Rates.

Judge Maguire moved a resolution to request the railway commission to go into the matter of reconstructing the telegraph rate schedule for the three western provinces. The resolution was, however, based upon false premises, namely that the Board of Railway Commissioners refused to take up the matter formerly, and after a warning by Mr. Georgeson against such a resolution it was withdrawn.

In the discussion, however, it was brought out that the railway companies practically admitted that the telegraph rates were too low in Ontario and Quebec and to overcome the loss of revenue to these provinces they raised the rates in the west. It was argued that such rates as were allowed in the east should hold in western Canada. In consideration, however, of the fact that the railway commission was already dealing with this question, the resolution was withdrawn.

Householders' Tax.

"Whereas by recent legislation there has lately been added to the city act an amendment instituting what is known as the householders' tax, and whereas this tax is opposed to the principle of taxation without representation, therefore be it resolved that the government be urged to remove this clause out of the statutes."

The delegates approved of this resolution by the trend of the discussion, but it was thought to be a matter for the Western Canada Municipalities Association, and was withdrawn for this reason.

Judge Maguire, Prince Albert, introduced the resolution.

President E. M. Saunders made two announcements at this point, relative to the entertainment features the following day.

At five o'clock Friday an automobile tour about the city had been arranged.

At seven o'clock the same evening a banquet was to be given in Aagaard's Cafe.

FRIDAY MORNING.

Steam Boiler Construction.

"Be it resolved that this convention of the Associated Boards of Trade of Western Canada, do respectfully draw

the attention of the Dominion and Provincial Governments to the hardship suffered by manufacturers and others, owing to the existence of special separate steam boiler and boiler inspection and engineers' certificate requirements for the different provinces, and urge the desirability of early legislation with a view to providing for a boiler construction and Inspection Requirement Act of Dominion-wide application.

This resolution emanated from Brandon and was moved by John Hanbury. The response that came from every part of the house proved that the question was one of great significance to the country as a whole. One speaker stated that he purchased three boilers for Saskatchewan and wished to purchase more for Alberta of the same type but the provincial regulations forbid him. He also pointed out that it was a severe hardship upon manufacturers to comply with the various provincial regulations and they were necessarily de-



WM. COUSINS, MEDICINE HAT,

The Retiring President of the Associated Boards of Trade.

layed in making satisfactory deliveries. It was carried heartily.

Mining Stock Restrictions

Whereas it is certain that with the construction of the Hudson Bay Railroad considerable mining areas will be opened up in the north of Saskatchewan and the N. W. T. and whereas this will almost inevitably lead to the flotation of schemes devised for the sole purpose of fleecing unsuspecting investors, therefore be it resolved that representations be made to the provincial governments urging them to make even more strong the legislation in the matter of mining and similar company promotion and the sale of stock in such companies.

The Prince Albert sponser, Judge Maguire, stated that there were already cases where men were reduced by fradu-

lent promoters of gold mine schemes, and he thought the law was not stringent enough to curtail wildcat schemes. One of the requirements that a promoter should produce, should be a certified prospectus of the company he represents. Cobalt was named as centre where much harm was done by illegitimate selling of stock.

In support of this resolution, W. Georgeson (Calgary), said in part:—"Something should be done to protect the innocent public. There are both legitimate and illegitimate companies, which alike fleeced their shareholders. There was a company selling fire insurance, that was legitimately formed, and did business in a proper way, and floated stock for a good purpose. I among others, took shares in this company. We were all fleeced. The company could not be touched, they had enacted their business legally, but they should have been examined by a government commission, to make them more secure. At present the world is crazy over rubber and oil stocks. Someone is going to lose heavily, and when the schemes begin to float widely in this country the public should have adequate protection against them. The trouble is we cannot see the difference between a good thing and a poor one. If it turns out all right we like the money, and if the scheme fails we are sorry, that's all. It is unfair to ask the government to do something which we ourselves cannot figure out. But the resolution is alright, if only to draw the attention of the public to bad paying schemes."

The resolution was carried.

Vacancy on Railway Commission.

S. C. Burton (Regina), moved:—

"That it is the opinion of this convention that the vacancy on the railway commission be promptly filled by a western man with commercial training and having a full knowledge of conditions in the west."

Mr. Burton stated that names had been presented by all business people, and the farmers were anxious to be represented. It was reported that the Moose Jaw Board of Trade asked to have the vacancy filled in 1908, and Hon. Geo. P. Graham had acknowledged the letter, but it was not known why the appointment was delayed. E. D. Martin supported the resolution strongly, and said the matter was urgent. It was carried.

Navigation of Saskatchewan River.

A resolution was adopted urging the Dominion Government to continue the work of opening the water course between Winnipeg and Edmonton, and the southern portion of the river. The resolution also expressed satisfaction with the action of the Government in opening the Red River by constructing the St. Andrew's locks.

Judge Maguire and C. N. Bell stated that the Government had outlined a larger scheme than western men knew of, and they thought that the Board of Trade should encourage rather than

urge further work. It was believed that the great river would fully justify any expenditure that the Government saw fit to expend upon it. The Mississippi River was referred to as the artery of the United States, and the Saskatchewan River would be the same to Western Canada.

Mr. Martin said that now coal was brought down from Edmonton to Winnipeg at \$4.50 per ton, and by boat, coal could be landed profitably at \$1 per ton.

Hon. G. R. Coldwell was introduced to the convention, and spoke briefly on this point of navigation, stating that it would be highly beneficial for interprovincial trade. The resolution was carried.

Duty on Imported Fruits.

"This convention of the Associated Boards of Trade of Western Canada respectfully urges that the Honorable Minister of Customs take into consideration the re-adjustment of duties charged on imported fresh fruit and vegetables, and this association would further suggest that a specific duty be levied."

W. Georgeson (Calgary), brought forward this resolution, which had a widespread interest in Western Canada. He argued that the duties were excessive, and the consequent changes on the public was very large and the volume of trade was small. The resolution aimed at the increase in the volume of trade. He thought that when the weight of the package was included in the duty charge that it was time to complain. He believed that a satisfactory schedule for shipper and consumer could be arranged at lower figures on all fruits and vegetables.

W. Cousins (Medicine Hat).—"This is a question which has been up for twenty-five years and the trouble arises when our own fruit growers try to protect their market."

J. A. Nicol (Lethbridge).—"The matter of duty would stand further enquiry, for I think the duty is not solely the cause of the present high price of fruits and vegetables. The middleman is getting the odd nickel. We are growing our own stuff in southern Alberta and British Columbia, and we do not want a lower duty."

C. N. Bell (Winnipeg).—"A duty schedule should be arranged for certain months of the year. Sometimes it could be arranged to have the stuff come in free, but the fruit growers in the east and west strongly oppose better trade relations in the matter of fruits, and it is almost impossible to have anything done."

F. Nation (Brandon), was of the opinion that what was needed for cheaper fruit was co-operation between importer and consumer.

J. A. Simington, a fruit importer in Moose Jaw, stated that the resolution only touched the fringe of the problem, and did not meet the needs of the consumer or the requirements of the country. At the present time B. C. fruit

growers were anxious to have the duty raised. Peaches bear a 50 per cent. duty, and this was beneficial to the grower for a certain time, but it was not necessary to have the duty continually at that figure. As for vegetables, there would be no injury to the growers of this country to have them come in free.

The resolution was referred back for re-adjustment.

Lethbridge in 1911.

The last business taken up by the convention, was the choosing of the next place of meeting.

J. A. McNicol, Lethbridge invited the delegates to visit his home city next year, and without discussion the invitation was accepted.

The meeting adjourned with a vote of thanks to Brandon for the splendid accommodations offered in the City Hall.

At five o'clock an enjoyable auto ride to the Experimental Farm was given the visitors, and at seven o'clock the delegates were treated to a gorgeous banquet at which many interesting and witty speeches were delivered.

According to the official register the following delegates were in attendance:

J. E. Howard, Prince Albert; C. W. Webster, Calgary; J. A. McNicol, Lethbridge; C. N. Bell, Winnipeg; H. L. Tweed, and W. Cousins, Medicine Hat; Jos. Cornell, Brandon; E. M. Saunders, Moose Jaw; H. B. Gordon, Winnipeg; D. McDonald, Virden; M. Isbister, Saskatoon; B. Chabb, Saskatoon; J. Hanbury, Vancouver; R. W. Morrison, Winnipeg; J. F. Sweeting, Winnipeg; W. I. Rowe, Manitou; Geo. Moorhouse, Thos. H. Maguire, H. W. Morton, and

nigan, Winnipeg; A. A. Evans, Brandon; W. J. Birnie and T. McClain, Carman; W. Georgeson, Calgary; J. M. Madison and E. T. Jones, Canora, Sask.; T. L. Arnett, Souris; E. J. Carlisle, Indian Head; F. MacLure Selanders, Saskatoon; H. E. Robison, Carmon; J. A. Simington, Moose Jaw, and Alfred Estlins, Melita.

LATEST RE STEEL MERGER.

Just as Hardware and Metal goes to press we learn that the Hamilton merger is to select a new name and allow the Dominion Iron and Steel Corporation to have the disputed name without opposition.

Mr. Cyrus Birge also informs Hardware and Metal that while the plans for the extension of the Hamilton works originally included a rod mill, this matter was being reconsidered and a rod mill may not be built after all.

These concessions on the part of the Hamilton concern may mean the giving up of the plan of the Dominion Steel & Coal Corporation to build a nail and plant in Ontario.

The Dominion Steel and Coal Corporation held a meeting at Montreal on Friday, \$18,624,200 of the Dominion Steel and \$12,806,200 of the Dominion Coal stock being turned in out of a possible \$35,000,000. No mention was made of merging with other companies. The following directors were elected: Sir H. Montagu Allan, Geo. Caverhill, Hon. Geo. A. Cox, H. F. Dimock, Hon. L. J. Forget, Col. James Mason, Hon. Ro-



C. H. WEBSTER, CALGARY,
Secretary of the Calgary Board of Trade.

A. L. Mattes, Prince Albert; E. D. Martin and J. E. Carpenter, Winnipeg; W. E. Knowles, Moose Jaw; O. Bush and R. B. Douglas, Stratheona; A. Kelly, Winnipeg; P. Loney, Moose Jaw; A. E. Boyle, Winnipeg; J. Inglis and A. E. McKenzie, Brandon; D. S. Black, Cardstone; Alberta; H. J. Smith and S. C. Burton, Regina; J. Willingby, Saskatoon; T. B. Patten, Regina; A. C. Fraser, Brandon; A. T. Hunter, Regina; A. T. Colquhoun, Brandon; W. B. Lan-

bert Mackay, Hon. David MacKeen, Wm. McMaster, Frederic Nicholls, Col. Sir H. M. Pellatt, J. H. Plummer, W. G. Ross, Sir Wm. C. Van Horne and J. Reid Wilson.

With every dollar cash purchase, a Toronto firm gives ten cents' worth of garden seeds free. This is an inexpensive premium which ought to appeal to the public at this season.

HARDWARE TRADE GOSSIP

Ontario.

Warren Bros., hardware merchants, Hamilton, have sold their business to James H. Callaghan.

Geo. May, of May Bros., hardwaremen, West Toronto, was married on Wednesday last to Miss Blanche Ratcliffe.

Last week a fire at E. T. Wright's factory, at Hamilton, damaged the tinning and galvanizing department to the extent of \$2,000.

H. O. Kerr, of the Kerr Engine Co., Walkerville, was in Toronto on Thursday on his return from a six weeks trip to the Pacific Coast.

Wood-Vallance & Co., Hamilton, have purchased additional property adjoining their premises, and will enlarge their wholesale hardware premises.

The Shirreff Manufacturing Co., Brockville, have retired from the business of manufacturing wringers, carpet sweepers, food choppers, bread makers, etc.

Duncan L. Ferguson, formerly of the Myers Hardware Co., Stratford, has opened a store on Wellington Street, with a full stock of hardware, tinware and plumbing goods.

On June 8 fire visited the varnish factory of the Ault and Wiborg Company, 403-5 Symington Avenue, Toronto. The damage did not exceed \$500. The cause of the Ontario Iron and Steel Company of boiling varnish.

J. Hay, of Padget & Hay, hardwaremen Unionville, was a caller on the Toronto trade during the week, as also was Walter Dorken, of Dorken Bros., manufacturers' agents, Montreal.

McIntyre & Hills, hardwaremen, Seaforth, have dissolved partnership. Mr. Hills is retiring from business, and Mr. McIntyre will continue under the name of McIntyre & Co.

Francis Robinson, bookkeeper for the Russill Hardware Co., King Street East, Toronto, dropped dead in the Bank of Commerce yesterday afternoon as he was making a deposit. He was about 60 years of age.

Robert J. Bruce (hardware merchant) and Clarence Robson, proprietors of a nickel show at West Toronto, were found guilty of holding a lottery for a gold watch, and a fine of \$25 and costs each was imposed.

H. Hebner, an employe of the Huntsville Hardware Co., Huntsville, was one day last week seriously stabbed by a neighbor of his named Boyd. The latter was arrested for attempted murder. The affair is said to be the result of a quarrel.

In Hardware and Metal of May 21, it was stated that Thomas W. Kirby had opened a Canadian office at Toronto for several English manufacturers, including James Allen & Son, Sheffield. This should have read James Allen & Co., silversmiths and cutlers.

H. B. Butler, manager Charles Joyner Co., Ltd., Birmingham, Eng., is a visitor in Toronto this week on a trip around the world. His firm are represented in

Canada, by R. Fletcher, manager of the Associated British Manufacturers', 23 Scott Street, Toronto.

J. A. Brodie, recently manager of F. Child's hardware store at Cochrane, Ont., has been appointed salesman for the Kennedy Hardware Co., Toronto, in the territory west and north of North Bay, from Port Arthur to Cochrane, including Manitoulin Island.

John Connor, of St. John, N.B., a well-known binder twine manufacturer, has made an offer for the binder twine plant and stock at the Kingston Penitentiary, with the intention of continuing the manufacture in Kingston. The Department of Justice over a year ago shut down the business and the prison workshop has been deserted ever since. Mr. Connor has mills at Walkerton, and also at St. Johns, Que.

McMillan Bros., Guelph, are dissolving partnership, and advertising their hardware business for sale. J. W. McMillan, who a year or so ago accepted a position with Rice Lewis & Son, Toronto, finds it advisable to concentrate his interests, and J. R. McMillan, who has been conducting the business alone, will also retire from the retail end. The business was established about 20 years ago, by G. B. Morris, now a bank manager.

A. D. Kennelly, manager of the Toronto branch of the McClary Manufacturing Co., London, has been granted a leave of absence and expects to leave some time this month on a trip to the Pacific coast. Mr. Kennelly was one of the pioneer stove travelers in the North West Territories but has never been west of the mountains. He has been suffering considerably from rheumatism and his many friends will wish him a pleasant summer in the west and a return to work in the fall with more vigor than ever.

Chas. Little, a collector for the Home Comfort Range Co., Toronto, whose methods were alleged to have been too strenuous, was this week committed for trial on a charge of assault. The defendant went to the home of Mrs. Ellen McFarlane, 35½ Dundas Street, to see about a payment on a stove. Mrs. McFarlane says that she was in the yard when he came in. She went into the house and found that he had entered without knocking, and he informed her that he intended to take away the range. She threatened to call in the police, and according to her story, the man picked up a chair and struck her across the breast. She has been unwell, and the blow made it necessary for her to go to the hospital for treatment. Little elected to go to a jury.

Quebec.

M. J. Butler, of the Dominion Steel & Coal Co., has been on a visit to Montreal.

F. A. Shand, Windsor, N.S., has been on a trip to Montreal, visiting the hardware trade.

Joseph Demers is opening a retail store at the corner of Papineau and Laurier Avenue, Montreal.

R. B. Coulson, Montreal, managing director of the Universal Vacuum Cleaner Co., Montreal, has been on a visit to New York.

Frank E. Baldwin, manager of the Walpole Rubber Co., Montreal, died last week at Melrose Highlands, Mass., at the age of 48.

E. H. Thurston, Montreal, manufacturer of leather sporting goods, was knocked down by a street car and killed in Montreal, last week. He was 74.

James Pender, of James Pender & Co., St. John, N.B., stopped in Montreal on his way to Ottawa, where he is negotiating a patent in connection with machinery for the galvanizing of nails.

At the annual meeting of the shareholders of the Watson-Foster Co., Montreal, the following were elected directors: Hugh Watson, S. S. Boxer, W. A. Sutherland, W. B. Foster, J. H. Gallagher, W. I. Gear, and R. H. Gillean. Hugh Watson was appointed president, S. S. Boxer, vice-president and manager; W. A. Sutherland, secretary-treasurer; R. H. Gillean, assistant manager.

Plans have been filed at Ottawa, by F. Orr Lewis, president of Lewis Bros., Montreal, Canadian agents of Vickers, Sons & Maxim, for a \$2,500,000 ship-building and ship repairing plant to be built by this English firm in Montreal. It will be located on the shore of the St. Lawrence, near Longue Pointe, and will include a floating dry dock, three large berths for the repairing and building of steel vessels, machine shops and plant capable of doing the heaviest construction work. It is the intention of the firm to make a serious bid for the construction of Canada's destroyers.

Western Canada.

While employed as a clerk in the hardware department of J. F. Cairns' store, Saskatoon, J. Sathers took advantage of the occasion to appropriate for his own benefit knives, forks and other articles of the stock to the value of \$46.50. About a month ago he lost his position but he did not leave town and the police were able to arrest him on the charge of theft at the house where he has been living on the West Side. The goods were found in the house and the charge was thus made a clear one. Sathers elected to be tried summarily by the magistrate at the police court and pleaded guilty to the charge. He was remanded for sentence.

TRAVELERS' GIFT TO SANITARIUM

At a gathering of about 300 Hamilton citizens at the Hamilton sanitarium, the Hamilton Commercial Travelers' Association presented the sanitarium committee with a furnished cottage, costing \$1,200, on behalf of the travelers. The presentation was made by E. J. Fenwick, vice-president, and was replied to by J. J. Evell, chairman of the sanitarium committee, in fitting terms of appreciation.

Opportunities in Warm Air Furnace Heating

The Problems of Furnace Installation and Ventilation Discussed in an Address by Prof. J. D. Hoffman Before the Midland Club at Chicago.

To claim perfection in the design of any piece of apparatus is merely to advertise our narrowness and mediocrity as heating engineers. But what about the installation of the furnace and the connecting pipes, as a heating system in the building? Here is your chief trouble and here is where the reputation of your product is the most easily affected. Do not doubt for a minute that the whole installation stands to the credit or discredit of the firm whose name is on the furnace castings. The dealer who buys the furnace and installs the plant is forgotten, but these two questions are always asked and answered by the general public: "What make of furnace have you?" and "How does it work?" You may rest assured that wherever the trouble may be in one of these furnace heating plants, from the cold air entrance to the registers in the rooms, all the trouble is credited to the furnace.

How Work is Spoiled.

Some of the ways in which heating work is spoiled are in the order of their importance:

Furnace too small and set too high.

Leaders and stacks too small.

Leaders too long and too nearly horizontal.

Improper connection between the fresh air line and the recirculating duct.

Stacks to second floor rooms with horizontal runs above the ceiling of the first floor.

In discussing the first of these the blame for the failure is three-fold. The dealer, very anxious to get the contract and always willing to run the risk, figures on a furnace one or more sizes too small. The purchaser, always keen for the few dollars saved in the first cost price and taking the dealer's statement that this will be satisfactory, accepts the proposal, no matter what manner of man he is who made it, and the manufacturer sell the furnace and then promptly forgets about the transaction. All men are more or less responsible, although the dealer, who is supposed to know the capacity of the product he handles, should be held from all standpoints for the results. Again, the purchaser, in planning his house, allows a low ceiling height for his basement, and is not willing to excavate to the depth necessary to give proper slope to the leaders. This state of affairs should not exist.

The purchaser who hopes to get a first-class job of furnace heating must be willing to pay such a price that a reputable workman can take the contract, buy first-class material and finish the work with a living profit. He should also be willing to modify his building plans in minor details, so that a heat-

ing plant will not necessarily be ruined in its installation. Too many times the heating of the house is only an after thought, and requires that this part of the work must be put in on the patch-work plan. In installing every furnace it should be absolutely required that the furnace be set low enough, even though a cement pit be made in the basement floor.

Leaders and Stacks.

In speaking of the leaders and stacks, this responsibility lies almost wholly with the dealer. Before taking the contract he should know exactly the amount of stack and leader area necessary for each room. He should know also the difficulties to be encountered in running such leaders and stacks, in order to reach the rooms. Further than this, he must plan on the removal of the vitiated air from the room, either by some vent to the attic or by return circulation to the furnace. No furnace will satisfactorily heat a room with air as a circulating medium if some means is not provided for the removal of the cold air to make room for the warm air. Neither can the rooms be heated if the air pipes are too small. Here probably is where most of the heating systems go astray. The space available in the average wall is about four inches by fourteen inches for the placing of the stacks. This is scarcely sufficient for the average upstairs room, consequently in a room of more than ordinary size and with possibly a heavy exposure, this should be increased by a large factor. The purchaser is generally not aware of this fact, and unfortunately, if the dealer does know, he says very little about it. Finally, if the room does not heat, he falls back upon the statement that he put in the largest stack he could. Admitting that this is true, the progressive and conscientious dealer would have insisted that the thickness of the wall be increased at this point to accommodate the larger stack or that two stacks be put in, or that the proper sized stack be run as a rectangular air shaft through the room below.

Very few building plans are so laid out but that proper sized air lines may be run from the leaders below to the rooms above without causing serious disarrangement of the original plans. The length of the leader is something which cannot always be controlled, and yet most defects in this part of the work may be avoided by the proper co-operation between the dealer and the purchaser. Naturally, a long leader means one very nearly horizontal. It is well in theory to have the heat applied to the room near the coldest side. But when this has to be done in the furnace work at the expense of a long leader the air should be admitted at a point nearer the

furnace. By the first plan the circulation would be such that very little air would reach the room; in the second arrangement plenty of warm air would reach the room, although not at an ideal position to produce uniform temperature throughout the room. Of the two this is much to be preferred. Here is where exceptional judgment is called for in planning.

Recirculated Air.

Some trouble is experienced where the return or recirculated air enters the fresh air line. To avoid any complication the best scheme would be to have both lines entirely independent of each other. Where they unite before reaching the furnace there is much danger of the cold air from the outside backing up to the rooms through the return air lines. The length and size of the fresh air and return lines are of considerable importance, since too small an area will restrict the amount of the air through the furnace and fail to heat the room, even though the furnace in itself is large enough. Well proportioned air lines properly dampered will require no apology for the quality of their operation.

A great deal need not be said concerning the last one of the defects mentioned, i.e., stacks with horizontal runs in the floors. It is easily seen that if one right-angled turn in a warm air line has a tendency to injure the draft, a multiplication of these turns would affect it still more. So, wherever a horizontal run can be avoided in a warm air line it should certainly be done.

Good Ventilation Provided.

In what has been said above the application has been chiefly toward the line of the heating of the building and not much has been said of the ventilation. Since one of the points in favor of the warm air furnace is the fact that fresh air may be given to the room in sufficient quantities for good ventilation at the same time the heating is being done, then we should certainly see that ventilation is arranged for. Probably no one disputes the fact that a furnace properly installed with recirculated air will heat the building satisfactorily, but the mission of the furnace is not fulfilled unless the occupants of the house are given the option of fresh air or not, according as they choose. This means that a fresh air line should be installed in every case, then the burden of responsibility as to whether this would be used or not would be upon the occupants.

It is not necessary in the average furnace plant that the whole supply of air to the building be fresh air. Assume a residence room, say 12 feet \times 15 feet \times 10 feet=1,800 cubic feet. The heat loss from such a room would be 12,000 to 14,000 B.t.u. per hour, depending upon its location. For the sake of argument take the smaller value; then, with a temperature of 130 degrees at the register and 70 degrees in the room it will be necessary to deliver (12,000 \times

55)÷(130-70)=11,000 cubic feet per hour as a heat carrier to the room. It does not matter in this case if the air be returned from the rooms or be taken fresh from the outside, this same amount of air will theoretically be needed. Of course, the heat loss will change according to what percentage of the total air is taken from the outside, and this heat loss should govern the size of the furnace. Now, if 1,800 cubic feet of air be allowed per hour per person, this circulated air will supply $11,000 \div 1,800 = 6$ persons with good ventilation if all the air be taken from the outside. In this, too, we are not counting the air which will naturally pass around windows and through walls, an amount which gives added good measure. So you see the average residence room would have good ventilation on a cold day if even one-half of the total amount of air were fresh air. On warmer days, when only a small fire is needed, the conditions are rather favorable and all the air should be fresh air.

The Best Advertising Agent.

Without digressing farther from the subject, in dealing with the points where mistakes may be made in such heating work, it would probably be well to point out some way in which these mistakes may be avoided. If this could be done, the future of furnace heating would be much brighter. The satisfied customer is always the best advertiser, hence the best policy for the manufacturer to pursue in correcting these errors is to take the customer's position for awhile and study the case from his standpoint. The field is almost unlimited. This country is the home of the men of moderate means, who have nice cozy homes with everything in good order, but who have no desire to be extravagant. Such men are usually willing to pay whatever is necessary for the ordinary comforts of life. To them a system that will work when it is supposed to work is worth paying for, but a system that is defective is a very expensive system, although its first cost is the least of any.

The prospective customer is an inquisitive fellow, and rightly so. Neighbor A has steam heat in his house. Neighbor B has hot water heat, and Neighbor C has furnace heat. Each of these are visited and inspected. A, B and C are many times questioned concerning the first cost, the temperature of the house on cold days, the amount of coal used per month or year, the ease of handling during day and night, the possibilities of obtaining ventilation, and many other points very pertinent to such occasions. The plant in that neighborhood giving the best satisfaction is the advertising agent that will probably sell our customer his heating system. Advantage in price was in favor of the furnace, but for argument, suppose Neighbor C's furnace smoked; that it would not heat in a couple of rooms; that the room air occasionally reversed through the warm air pipe to the furnace; that it burned about twice as much

coal as C though it should; and that the fire-pot was so small that he could not keep a fire over night. Do you suppose our customer would have the courage to put in a furnace? If he would, it would be with fear and trembling.

Customers Get Poor Work.

After bothering his neighbors until he is ashamed of himself, our customer naturally turns to the dealers in furnaces, hot water heaters and steam boilers for additional information, only to find that each man has the only good system in use and that all others are absolutely worthless. His troubles multiply. The architect knows little concerning the details of either of the systems, and is usually not prepared to give advice, and our customer knows it. As a result of all this confusion, he would be delighted to have the privilege of turning to some responsible party, who would guarantee results or remove the system in case it did not give satisfaction. Generally speaking, this cannot be had in furnace work. The proposition is rather one-sided. The dealer gives assurance that the work will be satisfactory and payment must be made upon completion of the work. Imagine our customer's feeling in the matter when all settlements have been made and the system refuses to serve the purpose in the first real cold snap that shows up. Who is to blame? Usually more than one person. But who is to be held for the rearrangement? I am bound to confess that in most cases our customer must assume the expense of remodeling. Probably in your own minds you consider this an exaggeration, but I do not. Out of a number of furnace plants in my neighborhood, put in this past year, I personally know that a large per cent. of them fail to do good work, and possibly one-half of the total number failed utterly in the most essential features. A few only might be considered very successful.

Suggestion for Improvement.

If we were to assume in every case that the dealer was so prepared for his work that his capability could not be questioned, and that his intentions were of the best, then the responsibility might well be left with him, believing that the whole matter would receive careful investigation concerning the technical points above mentioned. The assumption, however, of his ability as an engineer and his qualifications as a man to always do the fair thing is almost too much to be accepted. Hence some remedy should be applied by the furnace manufacturers, who, in the end, are held to be responsible parties anyway, so that the men who buy their furnaces and install them in the residences of the unsuspecting public should be, in the first place, men qualified to do the work, and in the second place should be held responsible to the manufacturers for the proper installation of the materials which they have purchased. Could not the manufacturers of such apparatus keep track of every furnace sold, the condi-

tions governing the installation, and the results obtained after installation? If this could be done, then it would require greater care on the part of the dealer who installs it, and would inspire confidence in a public which may otherwise lose some confidence in the whole subject of warm air furnace heating. Such a condition cannot be brought about in a short time, but with concentrated effort on the part of the reputable manufacturers and a combined effort of all in a campaign for better results, I am satisfied that an ideal state of affairs could soon be approached.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Butted Tubing, etc.—A. E. Jubien, manufacturers' agent, Sackville, N.B., asks for addresses of manufacturers of butted tubing, self-wringing mops, and oven thermometers.

Butt-welded tubing, this is made by the Montreal Rolling Mills, Montreal. Self-wringing mops are made by The Dana Mfg. Co., Cincinnati, and Tarbox Bros., Toronto. Oven thermometers are made by the Cooper Oven Thermometer Co., Pequabuck, Conn.—Editor.

Glass churns.—D. Leckie, Kelowna, B.C., asks where he can get small glass churns.

These may be obtained through the house-furnishing trade. G. M. Thurnauer & Bro., 83-85 Worth street, New York, is an importer, and the Holt-Lyon Co., Tarrytown, N.Y., are makers.—Editor.

STOVE SELLING POINTERS.

Oil and gasoline stoves must be pushed hard from now on.

It seems incongruous, but during this hot weather it is time to think of heating stoves.

A little stove polish and elbow grease applied to stoves on display will not come amiss.

Don't forget the small things, like polish, dampers, stove pipe collars, elbows, etc. No telling when someone will want some of these.

Different points appeal to different purchasers of stoves. Women like a stove that has a good appearance and is yet not hard to keep clean. Too much nickel work is an objection for that reason. A stove from which the ashes can be easily taken also appeals to a woman, as she dislikes the dust accompanying this operation. Naturally a woman also likes a cook or range that is a good baker, that has a large oven, warming closet and other useful appliances. With a man economy in fuel is a strong consideration. He also will take the lighter stove on account of ease in handling, if he is assured it is as good as the heavier one. A heating stove that is easily supplied with fuel is also a favorite with the men. These points should be borne in mind when showing a prospective customer a stove.

News of the Retail Hardware Associations

Arrangements Being Made For Next February's Convention at Peterboro—Membership Never in Better Shape—Paint Firm Discontinues Marking a Second Grade Lead as "No. 1"—Stove Lien Notes Described.

INVITATIONS FROM U.S. ASSOCIATIONS.

M. L. Corey, secretary of the National Retail Hardware Association of the United States, has extended an invitation to the Ontario Retail Hardware Association to send one or two fraternal delegates to the annual convention of the parent association to be held at Denver, Colorado, July 14 and 15 next, and to address the convention on the first day.

Secretary Wrigley, of the Ontario Association, has also been invited to participate in the conference of Secretaries of Retail Hardware Associations to be held at Detroit, August 8 and 9 next.

ARRANGING FOR NEXT CONVENTION.

Treasurer Caslor and Secretary Wrigley visited Peterboro on Wednesday last to further arrangements for the big retail hardware convention to be held at Peterboro next February. The new armories will be an excellent location for the hardware exhibition, being 80 x 176 feet inside measurement. There are also two rooms available which are large enough for convention meetings so that convention and exhibition will probably be held under one roof.

The hotels were visited with the result that the officers were assured of the ability of Peterboro to handle the six hundred people who are expected to attend the convention. There are four large hotels and three smaller ones are being remodelled.

The four leading hardware stores are now members of the Ontario Retail Hardware and Stove Dealers' Association and several stove firms are expected to enroll later.

MEMBERSHIP GROWING.

The membership of the Ontario Retail Hardware and Stove Dealers' Association was never in such a satisfactory condition as at present, the enrollment of paid members being now over three dozen greater than in any previous year.

J. R. Hambly, Barrie, and W. F. Macpherson, Prescott, were each responsible for one new membership last week, while H. P. Morgan, Peterboro, gets credit for two.

From all appearances the attendance at the Peterboro convention will be the largest in the history of the association.

APPLICATIONS FOR INSURANCE

Provisional applications have been received for over \$100,000 of insurance in the proposed Ontario Retail Hardware and Stove Dealers' Association and new applications are being received daily by W. Wrigley, secretary, 117 University avenue, Toronto.

Blank application forms have been sent to every hardware and stove dealer in Ontario and duplicates will be sent to replace any which have gone astray in the mails.

It is hoped that the amount of insurance applied for will approximate \$1,000,000 by October 1 when arrangements will be made for bringing the matter before the Ontario Legislature at its next session.

One application received is from a member of the association who is an agent for an old line company.

Provisional applications are solicited from retail hardware merchants, regardless of whether they are members of the association or not. Policies will, however, be only issued later to those who join the Retail Hardware Association.

STOVE LIEN NOTES.

About twenty firms belonging to the Ontario Retail Hardware and Stove Dealers' Association are now using the Stove Lien Notes prepared by the special committee of the association and sold to members in lots of 50 originals and 50 copies for \$1, orders being filled by Secretary Wrigley, 117 University

Avenue, Toronto. Any merchant selling stoves will find the forms effective and reasonable in price.

A reduced reproduction of the Lien Note is shown in the accompanying illustration, the original being 8 x 8 inches in size. The method of filling in the form is also illustrated in the form.

MARKING OF WHITE LEAD.

Brandram-Henderson, Limited, Montreal, write as follows to the secretary of the Ontario Retail Hardware Association under date of June 15.

"Your favor of April 2, to the secretary of the Canadian Manufacturers' Ass'n, Montreal, in reference to the marking of white lead, has been brought before several meetings of the paint grinders, and up to the present time the question is still unsettled.

"We wish you to know that, whatever other paint grinders may do in the matter, we will not sell in the Province of Ontario any white lead marked No. 1 after the end of the present month."

It will be remembered that the Ontario Retail Hardware Association took strong ground on the practice of marking a second grade lead as "No. 1" at several conventions. It is to be hoped that other paint grinders will follow the example set by the firm referred to above.

Tillsonburg April 5 1910

Rent Agreement with Privilege of Purchase

BETWEEN

Chas W Conn Merchant AND *James Newlynwed*

1.—This is to certify that I have this day hired from *Chas W Conn* and the said *Chas W Conn* *three* months with the privilege of further retaining as long as the rent is promptly paid, the following chattels: *1 No 9-18 North Pole range with rear & high shelf, \$4.50; 10 lengths pipe \$1.00; 2 elbows, 40¢; 1 collar, 10¢; 1 copper boiler, \$4.00; 1 copper tea kettle, \$1.50; 1 dial pan, 25¢; 2 pie plates, 25¢; 1 iron Kettle, 75¢; 1 water pail, 30¢; & 2 bake pans, 45¢*

valued at *\$54.00 (\$54.00 four dollars)* for the use of which I agree to pay to the said *Chas W Conn* *\$14.00 delivery and \$13.32* per month, payable monthly in advance, and at that rate for any fraction of a month, at the office of the said *Chas W Conn* at *Tillsonburg*

2.—And in consideration of the renting to me of said *chattels* I hereby agree that *they* shall be kept at and not be removed from my premises, namely *49 Broadway St., Tillsonburg, Ont.* without the consent of the said *Chas W Conn* first had in writing. I agree to preserve *them* carefully and that when returned to or otherwise repossessed by the said *Chas W Conn* *they* shall be in as good order as when received by me, ordinary wear from careful use excepted.

3.—In case of any damage to said *chattels* from any cause other than careful use, I agree to pay to the said *Chas W Conn* the amount of the said damage, and in case of the destruction thereof from any cause, to pay the above valuation less any amount of rent which may have been paid.

4.—Provided, however, that these presents are upon the condition that if I shall fail to perform any of my agreements as herein provided, said *Chas W Conn* shall have the right without further notice or demand, to take possession of the said *chattels* and remove the same and for that purpose to enter any place of mine where said *Chas W Conn* has any reasonable cause to believe the said *chattels* to be, without being deemed to have done anything wrongful and upon such taking, said term and my right to hold or use such *chattels* shall cease, but without prejudice to the right of said *Chas W Conn* for arrears of rent, if any, or on account preceding breach of agreement.

I acknowledge receipt of copy of this agreement (Signed) *James Newlynwed*

5.—I hereby agree that if said *James Newlynwed* continue to hold said *chattels* and pay rent therefor, on or before the day it is due as herein provided until payments have been made, amounting to the valuation aforesaid, said *chattels* shall become the property of the said *James Newlynwed* but until the completion aforesaid of said payments, said *chattels* shall remain the property of the said *Chas W Conn*

(Signed) *Chas W Conn*
Merchant

Reduced Facsimile of the Stove Lien Note Used by Members of the Ontario Retail Hardware Association.

Condensed or "Want" Advertisements

AGENTS WANTED

SOLE AGENTS wanted for Quebec, Ontario, Nova Scotia and New Brunswick for sale of Gas Steam Radiators. Wholesale only. Write, stating lines already handled. Derwent Foundry, Derby, England. (25)

AGENCIES WANTED

THE HOMES' HELP, No. 20 Charlotte St., Port-of-Spain, Trinidad, B.W.I., are prepared to receive consignments, also agencies throughout Canada. Correspondence solicited. (32)

ARTICLES FOR SALE

FOR SALE—Balance of Tinner's Tools at low prices to clear quickly. Send for list. Telephone City Stoves, Ltd., Brantford, Ont. (25)

A GOOD SET OF TINNER'S TOOLS and Brake; also 35 stoves, cheap. Box 1005, **HARDWARE AND METAL**, Toronto. (25)

BUSINESS CHANCES

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

FOR SALE—In live central British Columbia town—fruit and vegetable growing district, getting better every year—a clean, well-kept hardware stock. Fine store, low rent. Plumbing and jobbing shop in connection. Stock about \$13,000; net profits last year over \$5,000. Proprietor has to give attention to other business. Favorable terms to right man. A splendid opportunity for energetic man who knows the business. Address Box 1008, **HARDWARE AND METAL**, Toronto. (29)

HARDWARE BUSINESS FOR SALE—A No. 1 proposition, doing good trade. Stock clean and up-to-date. Address Box 1007, **HARDWARE AND METAL**, Toronto, Ont. (25)

HARDWARE AND MACHINE BUSINESS FOR SALE in one of the best new towns in Southern Alberta; turnover for 1909, \$30,000; stock \$9,000. Will sell or rent buildings. Box 1006, **HARDWARE AND METAL**, Toronto. (32)

HARDWARE—Old established business, good hardware, plumbing and tinsmithing trade; stock \$6,000; bargain. Box 47, Mount Forest; or W. G. Scott, 36 Queen Street East, Toronto. (25)

HARDWARE AND TIN BUSINESS FOR SALE—Ontario town. Attractive business centre. Always strong trade conditions. Stock \$14,000. Turnover \$45,000. Terms easy. Full money payment not required. Would consider competent and desirable man for partner. Apply Box 998, **HARDWARE AND METAL**, Toronto. (25tf)

HARDWARE, Stove and Tinware business for sale on reasonable terms, established thirty years in a fine section of country in Western Ontario. Good village. One other opposition. Owner wishes to retire. Also the store for sale or rent. Fine stand on the corner and positively the best stand in the town. This business will stand closest inspection. Apply Box 996, **HARDWARE AND METAL**, Toronto. (25)

TIN AND SHEET METAL business for sale.—Successful business has been carried on for a number of years. Satisfactory reasons can be given for selling. Box 1004, **HARDWARE AND METAL**, Toronto. (25)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited, Room 314, Stair Building, Toronto.

ANY MAN who has ever lost money in the mails has had occasion to learn by painful experience that the only proper way to remit money is by Dominion Express Money Orders and Foreign Drafts. In case of loss or delay prompt refund is arranged or new Order issued.

ATTRACTIVE fixtures sell your goods. Walker Bin Fixtures and Show Cases prove invaluable in economising store space, and by compelling custom, assist materially in effecting sales. Send for catalog. Estimates for fixtures submitted. Walker Bin and Store Fixture Company, Ltd., Berlin, Ont.

BUSINESS MEN, professional men, merchants and church workers, find innumerable uses for Fulton Sign and Price Markers. The Fulton Rubber Type Company of Elizabeth, N.J., are makers of Ink Pads, Daters and Business Outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Toronto, Canadian Agents.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Blenders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

COPELAND-CHATTERSON SYSTEMS—Short, simple. Adapted to all classes of business. Copeland-Chatterson-Crain, Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only \$70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

DISPLAY YOUR GOODS to better advantage by using up-to-date fixtures. We are specialists in planning stores and offices. Get catalogue "J," which contains illustrations of many new features and several handsomely equipped stores and offices. Jones Bros. & Co., Ltd., 30-32 Adelaide Street W., Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egray Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

EVERY RETAIL MERCHANT should use a Typewriter and every retail merchant would use a Typewriter if he knew the liberal proposition we are prepared to make. A simple request will bring it. The Monarch Typewriter Co., Ltd., 98 King St. West, Toronto, Ont.

ELIMINATE FIRE RISK, save insurance, reduce maintenance costs and save money on your actual building work by using the Kahn System of Fireproof Construction. Used in many of the largest business premises on this Continent. Write for catalogue. Trussed Concrete Steel Company of Canada, Limited, Walker Rd., Walkerville, Ont. (tf)

ERRORS AVOIDED, LABOR SAVED Using the Shouperior Autographic Register, Three copies issued at one writing. 1st, Invoice; 2nd, Delivery Ticket; 3rd, Charge Sheet, perforated for filing. No handling of carbons. High grade printing and neat invoices. Make full inquiry. Autographic Register Co., 191-193-195 Dorchester St. E., Montreal. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

GET THE BUSINESS; INCREASE SALES—Use Multigraph Typewritten Letters. Three thousand per hour produced on Multigraph. The Multigraph does every form of printing. Saves 25 p.c. to 75 p.c. of printing bills. Multigraph Office Forms, Letterheads, Circular Letters. Write us. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

IF YOU have been afflicted with one of those fountain pens that won't write when you want it to, or leaks when you don't want it to, give it away to one of your poor relations and buy a Moore Non-Leakable Fountain Pen and you will be happy. Consult your stationer. W. J. Gage & Co., Toronto, sole agents for Canada.

KAY'S FURNITURE CATALOGUE contains 160 pages of fine half-tone engravings of newest designs in Carpets, Rugs, Furniture, Draperies, Wall Papers and Pottery, with cash prices. Write for a copy—it's free. John Kay Co., Ltd., 36 King St. West, Toronto.

KEEP ACCOUNTS WITHOUT BOOK-KEEPING. Formerly accounting meant keeping books. Today you can keep accounts cheaper, better, quicker and more accurately by discarding all books and installing a McCaskey Account Register. Don't be skeptical—investigation costs nothing. Write to-day. Dominion Register Co., Ltd., 100 Spadina Ave., Toronto.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

PROBABLY the most talked about machine in Canada is the Halper Book-keeping Machine. It combines in one machine the cash and credit register, time recorder and account register. Representatives wanted everywhere. Write for our proposition. Book-keeping Machines, Limited, 424 Spadina Ave., Toronto. (tf)

SAVE 50% OF COST of handling merchandise by installing a Beath System of Overhead Carriers. Saves valuable floor space because the trackage is on the ceiling. Systems for all kinds of businesses, large or small. Write us for illustrated catalog. W. D. Beath & Son, 193 Terauley St., Toronto. (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

SCOTCH PLAID STATIONERY is the latest creation for business and society correspondence. Paper and envelopes present a finished linen surface, most agreeable to the pen touch. Leading stationers have it. Write for samples. The Copp, Clark Co., Ltd., Toronto. (tf)

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

THE METAL REQUIRED in a modern concrete building. Special facilities enable us to produce at minimum cost Concrete Reinforcements, Fenestra Steel Lath, Automatic Fire Shutters and Steelorete Metal Lath. Complete stock; quick delivery. Before deciding write for catalogue and prices. Expanded Metal and Fireproofing Co., Ltd., Fraser Ave., Toronto.

WE ARE OFFERING A FEW SPECIAL BARGAINS in Remington and Smith Premier Typewriters. These are real bargains. The Monarch Typewriter Co., Ltd., 98 King Street West, Toronto.

WANTED—A splendid opportunity for dealers to handle the best combination Duplicating, Addressing and Office Printing Machine on the market. Exclusive territory. Send name and address, giving occupation and references, to the Canadian Writerpress Company, Ltd., 33 John St., Hamilton, Ont. (tf)

WHEN buying bookcases insist on having the best in the market—"Macey Sectional Bookcases." Carried in stock by all up-to-date furniture dealers. Illustrated booklet sent free on request. Canada Furniture Manufacturers, Ltd. General offices, Woodstock, Ont. (tf)

YOU need the best possible protection from fire! If your valuables are in one of our Safes you can rest at ease; no fire too hot for them to withstand. Vaults and Safes to meet every possible requirement. Write for catalogue "S." Goldie & McCulloch Co., Ltd., Galt, Ont.

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

PARTNER WANTED

DESIRABLE BRIGHT MAN, with experienced competency to enter as partner in one of the best, strongly established, happy going hardware and tin business institutions in Ontario. For interesting particulars apply J. M. ROBERTSON ESTATE, Tweed, Ont. (tf)

SITUATIONS WANTED

TRAVELER, who has reached limit of present position, connection with plumbers and hardware jobbers from coast to coast, open to improve position. Box 1001, **HARDWARE AND METAL**, Toronto. (26)

WANTED—Situation as hardware clerk. About one year's experience. References if required. Frank R. Maines, Tweed, Ont. (28)

SITUATIONS VACANT

WANTED—Bright, energetic hardware and stove salesman. Good stock-keeper and window dresser. State salary and experience. Geo. A. McMurtry Co., St. Thomas, Ont. (25)

WANTED—Young man with two or three years' experience in general hardware, to take position as junior clerk. Must be able to furnish best of references. Smart and capable and must possess ambition. Apply to GILPIN BROS., Orillia, Ont. (25tf)

WANTED a tinsmith for Western Town, steady job for good man. Apply Manitoba Hardware & Lumber Co., Minnola, Man. (18tf)

WANTED—Experienced hardware clerk, good stove salesman, must speak French and English. Give references, state age, experience and salary; send photo; good position to right party. Don't waste ink if you cannot fill the above requirements. The Moose Jaw Hardware Co., Ltd., Moose Jaw, Sask. (25)

WANTED—Energetic, up-to-date thoroughly posted hardware man for Manager Retail Department, general hardware, stoves, sporting goods, etc. by concern doing large general hardware, jobbing and mill supply business. Good position for the right man. Give experiences, references, age and salary expected. Address, Box 989, Hardware and Metal, Toronto. (19tf)

HARDWARE & METAL

Established

1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

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FOLLY OF PRICE-CUTTING.

Another instance of the folly of price cutting comes from Western Ontario.

A hardwareman had been slashing wire fencing prices down to a point where his competitors could not follow him, the result being that opposition fence manufacturers made it possible for competing retailers to go after the cutter.

The town council was to give an order for fencing a certain lot. The cutter quoted his price and advanced as an argument that he had the contract for a similar lot. His statement was questioned and being unable to produce the order (and a competitor showing a copy of the order held by another firm) he lost prestige as well as the order he was looking for.

Price-cutting results in hard feeling and resentment leads to lost profits to all concerned. It pays best to be friendly to competitors and if circumstances make necessary the naming of a special price on staple lines it should be done in a straightforward manner. Underhand work does not pay in the long run.

"THE TWO MERCHANTS."

"Uncle" Walt Mason presents some good sense in his quaint philosophy in one of his recent poems on "The Two Merchants." This is how it reads:

One merchant said to his toiling clerk: "I'm greatly pleased with the way you work. The chap who tends to his duties right is bound to win the worldly fight, and you're bound to get to the top some day; meanwhile I guess I'll advance your pay." O glad was the heart of the clerklet then, and he buckled down to his work again, and

he made things hum in the blamed old store, as things had never been hummed before. In t'other storeroom, across the street, the clerks were working with frozen feet; the merchant carried a scowl all day, and groaned as he gave them their meagre pay; he never praised them when hard they wrought, but kicked and scolded and made them hot; and so they soldiered and fooled away the passing hours of each golden day. There's something wrong if you lay the blame on the men who help you to play the game, when things go crooked and trade is bum; your men would help you to make things hum, if they'd been treated in proper shape—been given posies instead of crape.

Uncle Walt has hit the nail on the head. The merchant who is appreciative of his clerk's work generally gets the best results from him. No employer who is continually complaining and grumbling, works in the most congenial atmosphere and if the conditions do not tend to aggressiveness the clerks will not be aggressive.

The above poem bears a good deal of real good common sense.

TRADE WITH OUR NEW SISTER.

Now that the British colonies in South Africa have formed a confederation similar to that consummated by the British Colonies in North America forty-three years ago, it is not too much to hope that between these two "Dominions beyond the Seas," a trade and commerce of important and lasting proportions may develop.

There is no sound reason why such should not be. They are buyers of that which we are sellers of and vice versa. Lack of enterprise is the only thing that can prevent it.

The nucleus of a great trade has already been laid and particularly that appertaining to our exports to South Africa, we selling last year \$1,679,733 worth of merchandise and in return buying from them \$901,190 worth.

Our chief article of export to South Africa is wheat flour, of which we send approximately a million dollars' worth. Agricultural implements, iron, steel and metals came in for \$135,786; paper \$125,646; wood and manufactures of, \$115,566; automobiles and other vehicles, \$52,056; fruits, \$22,689; cotton and manufactures of, \$9,809; leather and manufactures of, \$4,967; condensed milk \$12,715; provisions, \$34,924.

Sugar makes up the largest part of our imports from South Africa, the quantity received last year being 33,817,292 lbs., valued at \$859,230, which, by the way was the first sugar we imported from that part of the British Empire since

1906. Without sugar our imports are small indeed. In 1907 and 1908, during which we imported no sugar from South Africa, the total amount of our imports was \$28,222 and \$32,193 respectively.

Next to sugar our chief article of import from South Africa is wool, of which we bring in a little over \$20,000 worth. Hides and skins and breadstuffs come next at \$8,680 and \$7,109 respectively.

Three years ago Canada subsidized to the amount of \$146,000 annually a line of steamers between Canada and South Africa. The service is monthly and sails from St. John and Halifax in the winter and from Montreal in the summer. So far the subsidy cannot be said to have any appreciable effect on the total volume of trade between the two countries.

But subsidies alone will not develop trade. They only provide the transportation. The development of trade depends upon the ability and enterprise of the business men engaged in it. There are indications that these factors are at work.

TO PREVENT FIRE LOSS.

An eastern manufacturing house takes a wise precaution to ensure immunity from fire loss, which carelessness may cause.

Prominently hung about the office and factory are placards bearing the words, "No Smoking after One O'clock." The manager experimented with a view to learning how long after being thrown in different dangerous places a cigar or cigarette stub caused a flame.

It was demonstrated that not more than five hours elapsed in most cases ere a healthy young flame developed. By forbidding smoking after one o'clock a policy of reasonable tolerance, yet absolute safety, in this matter was inaugurated.

NOW ON FREE LIST.

An Order-in-Council promulgated at Ottawa on Friday of last week, places on the free list a number of articles handled by the hardware trade, while on others the duty is reduced.

The following articles used as materials in Canadian manufactures are declared duty free, "when imported by manufacturers for use only in their own factories": Fuseheads of metal foil and cardboard; cotton thread for use in making incandescent gas mantles; crude glycerine for refining; Soya beans and bean cake used as cattle food and fertilizer; iron tubing, brass-covered, for use in making towel bars, bath-tub rails; ground coke for electric batteries.

Wood handles, to make shovel handles, are subject to reduced duties of preferential rate, 10 per cent. ad valorem; intermediate, 12½ per cent.; general, 15 per cent.

THREE STEEL CORPORATIONS SPARRING FOR TRADE

No further particulars have been made public as to the intention of the Dominion Steel and Coal Corporation to erect plants for the manufacture of wire, wire nails, and other finished wire products in opposition to the Hamilton merger. The interests of the corporation as wire rod manufacturers are threatened by the merger, and the project is considered the best step out of the difficulty.

Diversity of opinion is expressed as to the location likely to be chosen, some selecting Toronto, some Montreal, and others considering London or some place in Western Ontario as the most favorable location for shipping purposes. Mr. Plummer himself is undecided as he says that a plant located within the steel works at Sydney would have distinct advantages in the way of cheaper production, but some disadvantages in regard to distribution, and it might be found best to build near the points where the products go into consumption.

The statement that the Dominion Wire Mfg. Company, Montreal, is to be included in the Hamilton merger is officially denied by the President, W. H. Farrell. Negotiations were on but no agreement could be reached, so the company will not join the merger. There has also been some talk of the United States Steel Corporation taking over the Dominion Wire Mfg. Co., the two interests being very friendly.

While no credence is given the statement by the Canadian representatives of the U. S. Steel Corporation, it is said that if the Dominion Steel and Coal Company do not establish a nail and screw plant in Ontario to compete with the new Canadian Steel Corporation the U. S. Steel may put up a mill at Sandwich, where they own a manufacturing site of several acres.

It seems certain that a new nail plant will be built at Toronto, London or Sandwich. It is probable, however, that if the Dominion Steel Company can arrange to sell its rods to the Dominion Wire Co. or some other manufacturer outside the Hamilton merger, they will continue as rod manufacturers rather than enter the nail manufacturing business.

A feature of the controversy which has developed between the Hamilton and Sydney corporations is the fight over the name, the Dominion Steel and Coal Co. having been given a charter by the Nova Scotia Government under the name "Canada Steel Corporation," A. K. MacLean, Attorney-General of Nova Scotia, has protested against giving the name to the Hamilton merger, but has been informed that it has been the invariable policy of the Dominion

Government since Confederation to refuse to recognize any charters granted by the province which contain either the words: "Dominion" or "Canadian." As a matter of fact the application for the name "Canadian Steel Corporation" by the Hamilton, Toronto and Montreal companies has been on file since February last.

There is considerable unrest amongst employees of the companies included in the Hamilton merger, it being considered likely that savings will be made by the reduction of the staffs and the

cutting off of duplicate positions. It is pointed out, however, that since the U. S. Steel Corporation was formed its Canadian sales staff of one has been increased to five.

C. S. Wilcox, of the Hamilton Steel & Iron Co., has been chosen as president of the merger, Cyrus A. Birge, of the Canada Screw Co., and H. S. Holt, representing the Montreal Rolling Mills, will be vice-presidents, and Robert Hobson, of the Hamilton Steel & Iron Co., will be general manager. Details as to what changes will be made in the branch offices and sales staffs have not yet been decided upon.

MAIL ORDER HOUSE ADS. ON SCHOOL BOOKS

When about a year ago, the government gave the T. Eaton Co. the contract to print the public school readers, general indignation was expressed in trade circles throughout the province. The government might have been excused at the time on the plea that they were ignorant of the harm they were doing. Aftet flaunting T. Eaton's name on the cover of every public school reader for the last year and the mailing of advertising matter with every package of books, the government can certainly not plead ignorance as an excuse for the present action.

The retailer, both in town and country has trouble enough, as it is, to keep up the fight against the departmental stores without having his government assist them by introducing their advertising into every home where there are school children. The Whitney administration has now made this fight more difficult than ever by extending the privilege of school book advertising to the Robt. Simpson Co., who have the contract for printing the new arithmetic.

The T. Eaton Co. and the Robert Simpson Co. cannot afford to produce these books at the low price they do, and on every book they send out there is a loss. This loss is charged by them against their advertising account and the publicity they get from the school books is compensation for their loss. In order that this publicity may profit them their sales must be increased and when the sales of the departmental store is increased the retail merchant suffers.

It is because of this increased business gained by the advertising on the books that Eatons and Simpsons can afford to print them so cheaply. The retail merchant is the man from whose pocket the department store takes its increased profits, therefore, the retail merchant is the man who is really paying for Ontario's cheap school books.

The Robert Simpson Co. have no printing plant of their own, and this fact makes it all the more apparent that

their bid for the arithmetic was only an attempt, unfortunately successful, to get their firm name imprinted on one at least of the public school text books.

The Holland Linen Paper Co., which have the contract for the grammars, are in reality the W. J. Gage Co. The object of this firm in taking the contract at such a ridiculously low price was to endeavor to keep the school book trade in regular trade channels, both wholesale and retail, instead of having them distributed by the department stores.

In order that they may in some measure be recompensed for the loss incurred by taking this contract, Gages are going to publish the grammar under the name of The Holland Linen Paper Co. and in this manner introduce into the homes of Ontario their special brand note paper, "Holland Linen." The advertising of this product will partly meet the loss on the contract.

Evidently this course of the W. J. Gage Co. was suggested to them by the T. Eaton Co., when the latter signed a contract which in itself meant financial loss, and the Gage company are to be congratulated on such a clever move.

How far is this scheme going to go? After awhile we will again likely hear of some pill or patent medicine maker contracting for the printing of a Bible or a hymn-book in order to make advertising capital from it. Everybody will no doubt remember hearing of the Christmas morning church congregation which sang from the hymn book:

Hark the Herald Angels sing
Beecham's pills are just the thing;
Peace on earth and mercy mild
Two for man and one for child.

This gives one an idea how far such a thing can be carried and on the face of it appears ridiculous.

Don't complain about poor business if you are neglecting to trim the show windows of your store—they are forceful and persistent business getters.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Copper—Cut of ¼c.

Toronto.

Linseed Oil—Down 1c.

Sash Cords—Declined 2c.

Copper—Down 15c a hundred.

MONTREAL.

June 17.—The great feature of interest this week is the sagging in copper. Local jobbing quotations have been marked down ¼c and are now 13¾c. Trade is good, but the market could not withstand the fall in New York. Other prices are unchanged. Antimony is steady and looks as if there was a chance of higher figures after a long period of unchanged prices.

All the way round there is good brisk business doing. Users, while not buying very much ahead, state that they have plenty of orders on hand and are using up every bit of metal that they buy. This helps to make the market firm in tone despite fluctuations in New York and London.

There seems to be little improvement in the iron situation in the States and depression is shown in many quarters which are not prone to be that way. Consumers are not taking advantage of the softening in prices, and the buying is light. Apparently the trade generally, with the failure of the first two weeks in June to develop the looked for buying movement, has accepted the situation. This will mean further reduction of output. There is no doubt that the country has been making too much pig iron and finished steel. Probably still lower prices would be brought out if good orders were involved.

Tin in the primary markets is in about the same position. Copper after the publication of the statistics showing increased stocks fell away both in London and New York. Spelter on the whole is weaker, while lead is not losing much ground although weak.

Pig Iron—The situation in the States is not affecting the domestic market and things are in a very satisfactory condition. The demand for imported iron continues good, and there is no falling off in new business for later delivery. We quote: Domestic, \$22. Imported: Middlesboro, \$17 to \$17.50; Summerlee, \$20.25 to \$20.50; Cleveland, \$18, and Carron Special, \$20.

There is a continuance of the depression in the States. New business is quiet despite the concessions in prices, and it is generally admitted now that a rally is not likely to take place for some time. Further reduction in output is likely while prices are not held rigorously when good business offers.

Tin—Tin has not offered much variety, and is unchanged at 35c. Trade is good

and inquiries seem to point to a continuance of the present good business if not to greater volume. There is not much character to the English market which is being sustained by good buying on American account.

Copper—The weakness developed in the primary markets brought down local prices ¼c, with a likelihood of lower figures later on. Trade is good, and there should be more business if users consider that the reduction goes far enough to tempt buying ahead. The publication of the copper producers statistics caused the New York market to sag. There was a large increase in stocks for May, owing to the falling off in domestic deliveries, and the reduced exports. The English market has shown low figures on this and as the American market cannot hope to improve until Europe takes larger exports again the situation is not very promising.

Spelter—Spelter is in fair demand, with inquiries pointing to heavy business in the future. Both London and St. Louis are slowly drifting back, and lower prices locally are not unlikely. At present prices are unchanged.

Lead—Lead is unchanged in price both for imported and domestic. Fair trade is offering, and prospects look fairly satisfactory. The English market continues colorless, and on the weak side.

Scrap—The market continues quiet, with little scrap offering, and buyers not anxious to make purchases. We quote: Heavy copper and wire at 11c; light copper bottoms, 9½c; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3c; No. 1 wrought iron, \$12; machinery cash scrap, No. 1, \$16; stove plate, \$12.50; malleable, \$9; miscellaneous steel, \$5.

TORONTO.

June 17.—The metal trades of the province report business much the same today as at this day a week ago. Since last issue there was a break in nearly all the metals, which disorganized trade, and, while no new prices were made, generally speaking, buyers held off expecting to pick up supplies at lower figures.

To-day all the metals have taken a brace again, bringing the market to the same point they were at when last week closed.

With the exception of copper, all prices are at last week's quotation. Copper shows a decline locally of 15c a hundred. Pig iron and plates and sheets are the only really active lines.

The general feeling, however, is good, and William McMaster, general manager of the Montreal Rolling Mills Co., sizes up the outlook for the steel trade in Can-

ada pretty correctly when he says: "If the steel industry is as good a barometer of trade as it is popularly said to be, then pessimists may take heart as the Canadian Steel Co., and particularly the Dominion Steel & Coal Corporation, are doing a business which is large and satisfactory in every respect. In fact, I understand that business throughout the entire Dominion is considered quite satisfactory by men who followed trade carefully and who are in a position to judge correctly of affairs in general."

Pig Iron—Despite the adverse conditions of the metal market earlier in the week, the volume of business is surprisingly good. Much of the imported stocks going out is required for immediate consumption. Indeed, the surprising thing about the whole metal market during the past six weeks is that while metals have been slow, manufacturers using them are unusually busy—in some cases working their plants and their staffs overtime. The accumulation of booked orders, even for Canadian foundry iron, is being rapidly overtaken. The quotation on this domestic iron remains at \$22; Glengarnock and Summerlee are \$23; Jarrow is \$21.25; and No. 1 Middlesboro is \$21.

Copper—Since last Saturday copper has been very irregular, so much so that the local quotation has been pulled down 15c a hundred, the price now standing at \$13.75 for small quantities. To-day the situation has strengthened, but not sufficient to bring back quotations to last week's figures. Brass manufacturers are exceedingly busy, but there are yet enormous quantities of copper on hand.

Tin—There is very little doing in tin this week, which is probably just as well, for stocks are low and the margin of trade is slight. The quotation is yet at 35c for hundred-pound lots.

Lead—This metal is quiet. Orders, which are few, call for small quantities. Prices remain at \$3.70 for domestic and \$3.80 for English lead.

Spelter—In common with the general metal market spelter is quiet. It has not shown any advance since last issue, the quotation remaining at \$5.90.

Plates and Sheets—These goods are rather more active this week, and with pig iron, are the principal metal lines selling. The easier prices of a week ago have stimulated business somewhat.

Old Materials—While there is no change in any of the quotations, old metals are showing some activity above the past couple of weeks. It is quite likely that stocks on hand will decrease in consequence. Heavy copper and wire are worth 11½c; light copper bottoms, 10c; heavy red brass, 9½c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2½c; heavy lead, 2¾c; scrap zinc, 3½c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$13; malleable, \$8; miscellaneous steel, \$6; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

June 17.—The warmer weather has undoubtedly encouraged business, and there has been a noticeable improvement in the flow of sorting-up orders. Warm weather goods such as hammocks, swings, seats and so on, have been prominent. Lawn goods have kept up well, the wet weather, if affecting the sale of hose, stimulates the sale of mowers.

Builders' hardware looks to be livening up again, while heavy hardware continues at a steady gait. The greatest stimulation seems to be in sporting goods, which have suffered probably more than any through the weather. Camp supplies are prominent. General household articles have sold steadily all the way along. Enamelware has been bought freely for the North West. The bookings is the most unsatisfactory feature of the trade, but it is evident that merchants are not going to look too far ahead. No important price changes are announced and the markets generally are firm with a good undertone.

Seasonable Lines. The better weather has stimulated the sale of hammocks, garden seats, water coolers, etc. Lawn goods have sold steadily, although these have been somewhat affected by the recent wet weather. The demand for mowers has been excellent. Enamelware and general household lines are steady sellers. We continue to quote: Lawn mowers, low wheel, \$2.55 to \$2.75; 9-in. by 12, \$3.30; 9-in. by 14, \$3.55; 9-in. by 16, \$3.80; 10½-in. by 12, \$5.15; 10½-in. by 14, \$4.25; 10½-in. by 16, \$4.55. Garden hose, good quality, 60 off, medium 60, 10 and 10; fair 70 and 10. Hose nozzles, \$3.50 per doz. up. Couplings, \$1 per doz.

Builders' Hardware—There has been more activity in these lines again, and good assorted orders have come in during the week. It is very noticeable that no particular article is prominently in request. The demand is general for all lines. We quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½¢ to 33¢.

Bolts and Nuts—The demand for bolts and nuts continues steady. Carriage and stove bolts are prominent. The market is still undisturbed, and we quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Miners' Supplies—These lines are still on the slow side, and the second spurt has not yet been reached. We quote: Miners' picks, 16½; pick handles, \$1.85 a doz.; drilling hammers, 6¢ a lb.; crowbars, 3½¢; drill steel, 8¢.

Harvest Tools—The brighter weather has greatly stimulated the flow of harvest tools. Great crops are anticipated and now that the weather has improved a better feeling is being shown. We quote: Harvest tools, 50 and 5 off; scythes, cast

steel, \$6; better grades, \$7 and up; grass hooks, \$1.60 to \$2 per doz.

Heavy Hardware—Bar iron is moving well, and prices are well maintained. Chain is also a good seller. We quote: Chain coil, ¼, 5.25; ¾, \$3.80; ½, \$3.50; ¾, \$3.25; 1, \$3.25; anchors, 40½ lb. up; merchant bar iron and mild steel, \$1.90; steam gauges, \$1.50 each up; injectors, \$4 to \$18 each; and steam gauges, 35¢ to 80¢.

Wire—Wire is in improved demand especially hay. The market is firm, and good assorted orders are coming in. We quote: Barb wire, ear lots, mixed, \$2.45; small lots, \$2.50; plain twist, ear lots, \$2.75; small, \$2.80. Galvanized wire No. 9, \$2.25 in straight and mixed ear lots, and \$2.30 small lots, f.o.b. Montreal. Coiled spring fencing, \$2.30 straight and mixed ear lots, and \$2.35 small lots. Plain wire, bright, annealed and annealed and oiled, \$2.35 base. Staples, bright, \$2.60; galvanized, \$2.85.

Sporting Goods—The improved weather has stimulated the demand for sporting goods, especially camping outfits, boating, and yachting supplies. Oil and spirit stoves for summer cottages and tents are in good demand. Sorting orders in baseball and lacrosse outfits are somewhat disappointing. Bookings for guns and ammunition are slow.

TORONTO.

June 17.—The volume of business continues to be satisfactory, especially in the demand for early harvest goods, sporting goods and builders' hardware. The approach of the vacation season usually witnesses some slackening of trade, but the let-up is not so noticeable this year.

Some manufacturers and distributors express regret that business has not measured up to expectations, but there is good trading, nevertheless, and some goods—particularly manufactured iron and steel goods—are a little scarce.

Sash cord shows a decline of 2 cents a pound—from 34¢ to 32¢—due it is said more to imported competition than to any lowering of raw material prices. This is about the only line which has changed in price during the week. The market generally is firm and tending upward rather than downward.

Seasonable Goods — The seasonable goods just now are summer lines. The unfavorable weather up to the beginning of this week, and the low temperature prevailing, proved detrimental to any great quantities of summer goods going out, but this week heavy calls have been made on hose, hose couplings and general lawn goods—some of the smaller articles being decidedly scarce. Screens, wire cloth and poultry netting, too, are greatly wanted; and quite a demand is made for early harvest goods. In this class forks, cradles, hoes, scythes, etc., have a big call. Prices are firm and unchanged.

Builders' Hardware—This line is very much to the front just now, and local houses handling builders' hardware report bumper business. Visits to the various down-town hardware stores show that those in charge of the departments where these goods are displayed are exceedingly busy. Builders' tools, too, show great life, especially individual carpenters', bricklayers' and cement layers' utensils. The market is strong.

Household Goods — Vacuum cleaners are much in evidence, as are all labor-saving household devices. Fruit preserving articles are in big demand, and there is this summer an increased call for coal oil lamps and stoves, particularly from country points. Refrigerators and ice chests, too, jumped up in sales this week. Summer house and camping outfits are beginning to be greatly called for.

Presentation Goods—There have been a fair number of eleventh-hour orders for cut glass and carving sets. There is splendid and steady demand for pocket-knives and razors, both safety and ordinary.

Heavy Goods—Some few orders for small-sized structural beams have been received of late, these beams being used in residences. Along with them have come very fair calls for bars and rods. A great demand has existed all this month for pipe, and while there is not the nudging of stocks that was apparent last summer, stocks in hand are just now very low. Wire and cut nails, more especially the former, are enormously active. Screws, too, are very active.

Sporting Goods — Fishing tackle now has a great swing, and this week has seen splendid sales. Lawn goods—hammocks, seats, fancy swings, croquet sets and tennis goods—are more active this week than during any two weeks since the opening of spring. Baseball and lacrosse goods are steady. Prices are well maintained. Roller skates are yet called for pretty extensively, though not so heavily as a month ago. The summer camper is responsible for noticeable trade, particularly guns, ammunition, jackets and baskets.

U. S. IRON MARKET.

Cleveland, June 16.—The Iron Trade Review says: Some buyers are still very cautious in placing orders, and recent sales of pig iron, Bessemer billets and wire rods developed some low prices.

The American Bridge Co. during the week booked upwards of 16,000 tons of railroad work, and has been awarded a contract for the Canadian Pacific Railroad bridge across the St. Lawrence river, which will require 10,000 tons of steel. The tin plate market is decidedly active, and serviceable mills are running full time. The plate market shows a firmer tone.

News and Methods of Canadian Hardwaremen

St. John Store Being Remodeled—New Wholesale Warehouse at Peterboro—Early Closing at Leamington — Demonstration of Refrigerators at Winnipeg—Novel Window Displays — Industrial Development at Various Places.

ST. JOHN.

June 15.—Chief Engineer C. O. Foss, of the Transcontinental railway, reports that about 80 per cent. of the work on the New Brunswick section is now completed. It is expected that toward the latter part of July there will be about 200 miles of the total of 256 miles through New Brunswick, completed. The expenditures for the month of May on the different contracts amounted to \$230,910.81.

Theodore H. Estabrooks, tea merchant; Alexander Wilson, lumber merchant; Stanley E. Elkin, of the Maritime Nail Works and W. I. Fenton, insurance manager, are applying for incorporation as the Wilson Box Co., to carry on the manufacture of wooden boxes, barrels, etc., in Milford, St. John county. The capital stock of the company is \$50,000.

Letters patent have been granted to the McLennan Foundry & Machine Works, Campbellton, with a capital stock of \$59,000. They will carry on a general engineering, foundry and machine business.

Miles E. Agar, wholesale hardware dealer of St. John, has been appointed a member of the board of school trustees for St. John, in place of John Keefe, manager of the James Robertson Co.'s business, whose term of office has expired.

Andrew H. Farrell, plumber, Fredericton, was married in St. John last week to Miss Catherine Stevens.

The contract for remodelling the five-storey building on King Street, recently purchased by W. H. Thorne & Co., for extending their wholesale and retail hardware business, has been awarded to J. Medley Belyea, of this city. The work will be started at once and it is expected will be completed by August 18. Many changes will be made that will make the building thoroughly modern and up-to-date. The present double glass front will be removed and replaced by a centre entrance with a show window on each side, fifteen feet wide. The windows will be finished in mahogany with panel backs. The ground floor will be used wholly for the retail trade in cut glass and silver. At the rear will be a stairway which will lead to the second floor which will be occupied by the sporting goods department. The upper floors will be used for general hardware trade. A large archway will be built at the rear of the ground floor, also a fifteen foot corridor connecting the King Street store with the present store on Prince William Street. In the corridor will be situated the telephone booths and a private salesroom. In the gallery overhead the cash system and a private room will be provided. At the rear of this corridor a freight elevator and a passenger elevator will be installed. There are now two elevators in the present building. New and up-to-

date fixtures and showcases have been ordered and the enlarged stores will doubtless be very attractive.

HALIFAX.

June 13.—While the spring rush in the wholesale hardware trade is about over, business is reported to be fairly satisfactory. The sales in some lines have not been as heavy as heretofore, but, on the whole, the orders filled were pretty good. The retail trade is quite brisk, and the dealers say that there is an exceptionally good demand for paints.

There is not much doing in the building line at Halifax, and the prospects are none too good for the future. The plumbing trade is very quiet, only a jobbing business being done at present. While building operations are dull in Halifax, they are brisk in other parts of the province.

Two new buildings costing \$100,000 will be erected at New Glasgow by the Nova Scotia Steel Company, in the near future. It is expected that the company will install machinery for the turning out of products other than those now manufactured.

BUCKINGHAM, QUE.

June 11.—C. Kendell, general manager of the Bell Graphite Mines Co., who recently returned from London, Eng., has commenced to build a large mill for refining graphite, the mill to cost \$75,000.

Capt. H. P. H. Brummell, C.E., of the Buckingham Graphite Co., has secured the Stewart property and will build a \$25,000 plant for the refining of graphite.

PETERBORO.

June 15.—The Peterboro Lock Co. are making a large addition to their factory and the equipment is also being added to by several new presses. The offices have been remodelled and many new designs of locks are being added to the company's output. Negotiations were on some time ago for a merger with the Russell-Erwin Co., New Britain, Conn., but no deal was completed according to Thomas Fortye, manager of the company. The additions now being made will place the company in a very favorable position to handle the increasing wants of the hardware trade in Canada.

The Peterboro Hardware Co. have begun the construction of a large three-storey wholesale warehouse on a site with railway siding connection near the C. P. R. depot. The excavation has been done, and the steel work is on the ground. Work is being held up, however, by a shortage of brick. The company have already one traveler covering the district north of Peterboro and they

expect to enlarge their staff when the warehouse is completed in September. The company carry a retail stock running over \$100,000 and their turnover on this big stock has been as high as 3½ per cent.

The Kingan Hardware Co. had a novel window display last week. The window needed repainting, so a couple of coats of green were applied, and while the paint was drying a sign, "We sell it" was shown.

The Best Stove and Hardware Co. have added a couple of new silent salesmen to their store equipment.

The Peterboro Hardware Co. had an attractive fishing tackle display this week. The floor of the window was used to show all kinds of baits, hooks and tackle, while about three feet above the floor double wires were stretched from corner to corner, forming a letter "X" and between these wires rods were stood on end at distances of about three inches apart. In the background hammocks were hung. The general effect was of a forest of fishing rods, the wires being almost invisible.

LEAMINGTON.

June 15.—The names of all the Leamington hardwaremen appeared on the early closing agreement recently signed by local business men and which went into effect last week. Though there have been several movements for early closing in the past, this is the first time that the merchants have got together and acted unanimously.

Under the agreement all the stores are to close at 6 o'clock on Monday, Wednesday and Friday evenings. As usual with such agreements, however, the stores will remain open on nights before holidays and on fair nights. On Tuesday, Thursday and Saturday nights the stores will also remain open. A number of the merchants are inclined to favor early closing five nights a week, and are hopeful that the success of the present partial early closing agreement will lead ultimately to its extension.

BRANTFORD.

June 14.—Building permits were issued yesterday for Crown Electrical Co. factory, \$8,000; Union Realty Co., business block, \$17,000; W. C. Schultz, residence, \$3,600. Schultz Bros. have secured contracts for the erection of all these buildings.

The Alabastine Co., Paris, manufacturers of "Church's Alabastine," will erect a \$50,000 mill at Caledonia.

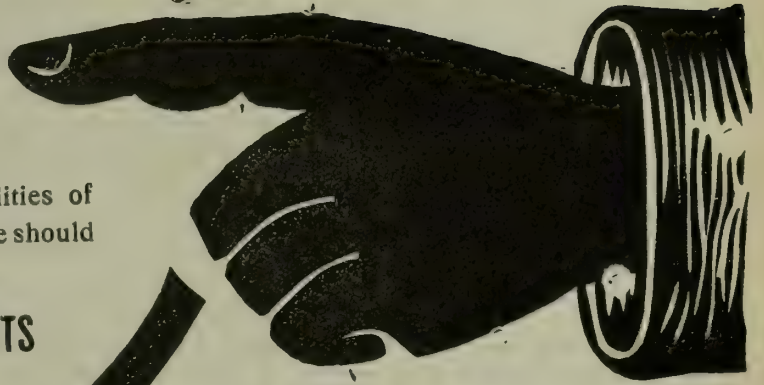
Tenders are being asked for an addition of two rooms to School Section No. 23 schoolhouse.

Mr. Justice Sutherland has dismissed the action of Rice vs. Brantford Cordage Co., for alleged infringement of patent on an appliance to remove knots from twine on a spinning machine, stating that it was not shown that Rice was the inventor of the appliance in question. The defence argued that Rice worked under the company's foreman at the time the invention was perfected and

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the company dispute the patent at Ot-tawa.

Harry Cockshutt, general manager of the Cockshutt Plow Company, announces that an expenditure of between three and four hundred thousand dollars will be made on new additions to the company's plant and a staff of approximately 1,200 men will be employed, an increase of between 400 and 500 on the present number. Besides twelve new structures, either separate buildings or additions, three large new warehouses will be erected at Brandon, Saskatoon and Calgary. The large warehouse at Regina will also be added to, making in all practically sixteen new buildings to be put up this year by the Cockshutt concern.

OSHAWA.

June 14.—The McLaughlin Motor Carriage Company have signed contracts for a 300-foot extension to their factory, and will have the whole building ready for occupation by the fall.

George McLaughlin has offered the town a free site for the proposed new public school building.

Fittings, Limited, have purchased adjoining property, and is busy on extensions.

That the manufacturing interests in Oshawa, which have an annual pay roll of over a million dollars, will place the town in the columns of Ontario's cities within two years is the confident prediction of local men. Extensive new improvements such as a new high school, a new Y. M. C. A. and a hospital are nearing completion. Over one hundred houses are in the course of erection, and power interests are busy here fighting for the introduction of some cheap rates.

PORT ARTHUR.

June 14.—Business has opened up very satisfactorily for the summer months. With the amount of building which is going on in the city, which it is expected to amount to \$5,500,000 at least, the merchants are feeling the impetus which such an expenditure gives.

Wells & Emerson have taken a number of contracts for the Canadian Northern hotel, the Prince Arthur, including the copper work for the roof, and the ventilating system for the kitchen.

In the neighborhood of \$300,000 is being let in paving contracts this summer. A large amount of the work is being done with Asphalt block and some sheet asphalt and bithuluthie.

A by-law is being submitted to the ratepayers to cover an expenditure of \$500,000 in extension to waterworks system, and also a by-law for \$30,000 for extension and further equipment of the municipal telephone service, as well as a by-law for \$10,000 for the extension of the electric lighting system.

The Bank of Nova Scotia in January opened a branch in this city, making the sixth banking institution to operate in Port Arthur, and they have now completed arrangements with McKenzie & Mann, whereby a handsome stone building will be erected at the corner of Arthur and Cumberland Streets, adjacent to the Canadian Northern Hotel, the estimated cost being \$40,000.

WINNIPEG.

June 13.—Mr. Wilson, manager of the hardware department of Robinson & Co., Winnipeg, has been conducting a successful demonstration with the Barnet refrigerator. Mr. Wilson believes that the demonstration idea is the best method to adopt for the selling of many lines of goods. As an instance the most unique and valuable points about a refrigerator are not readily discerned by a customer, and these must be shown in a way that will interest and attract a probable purchaser. The difficulty, however, is not so much to interest the client when once his attention is secured, but to draw his attention to the article in the first place.

Mr. Wilson made the announcement of the demonstration through the newspaper advertisements, and this is supplemented by a large card hanging in the department drawing the attention of visitors to the refrigerators.

A special clerk is assigned to show the refrigerators to passersby, and since they are all placed in a conspicuous place near the passage, it is not difficult to get the attention of visitors.

The refrigerator used for the demonstration purpose has a glass front, and is particularly handsome. Edibles and ice are kept inside the refrigerator and it is shown how the table stuff is preserved. Yet it is interesting to note that two gentlemen living in England, and who are touring this country were interested in the refrigerators as set forth by the demonstration and each ordered one to be shipped to their homes across the sea.

PRINCE RUPERT.

June 9.—Fred Stork, who was Prince Rupert's first Mayor, on May 19, was born in the village of Bolton, Ont., in



PRINCE RUPERT'S HARDWARE
MAYOR.

1871. In 1889 he went to British Columbia and took part in the building of the boom towns of that early period. He

located a hardware store at Fernie in 1893 and became Fernie's first mayor in 1904. Leaving Fernie a few months before the great fire, he established a hardware store at Prince Rupert in 1908, and has been prominent in the life of the new city since its beginning.

VICTORIA.

June 9.—Building permits for May are well ahead of any previous month of this year the value of permits granted being \$257,290. The total for the five months of this year is very much in excess of last year, the amount totaling very close the million dollar mark. The chief permits issued during May were: The Empress Hotel addition, \$125,000; Grand Trunk wharves, \$12,500; a \$20,000 building for H. Bowen and one for \$10,500 for E. M. Tracksell.

The contract for the extension of the E. & N. Ry. from Wellington to Union Bay has been awarded.

R. A. Brown & Co., the Douglas St. hardware dealers have put in a handsome plate glass front. The store has been greatly improved in appearance by the new fixtures.

Two hardware firms, the B. C. Hardware Co. and Drake Hardware Co., are showing an attractive line of hammocks. These goods seem to fit in well with the hardware lines.

The city purchasing agent is calling for tenders for 1,000 garbage cans; also for 10,000 feet of 1-inch galvanized iron pipe, 500 feet 1½-inch galvanized pipe, and 500 feet 2-inch galvanized pipe.

An employee of E. Gieger's plumbing establishment had a very narrow escape for his life through the explosion of a gasoline tank. The fire which followed the explosion doing damage to the extent of about \$1,000 to the stock and shop. It seems that Alfred Smith, who had started to repair a 250 gallon tank which he, as he thought, had entirely emptied of gasoline. He was soldering a hole in the metal and brought his torch too close to the bung hole causing a terrific explosion. Smith was hurled back, the windows were shattered and the shop was instantly filled with flames. Smith was carried away by another employee and escaped with very little injury.

The Ashville Hardware Co. recently conducted a contest in which two outfits for baseball teams were given to the local amateur teams that secured the greatest number of votes. The contest stirred up a good deal of rivalry and many votes were cast, which were counted a few days ago. When the awards were announced, a big crowd was attracted to the store by the announcement that 100 baseballs would be thrown from the roof of the store to be scrambled for by the boys in the street below. The balls were of all sorts, some of them being worth a dollar or more, and the scrimmage that followed was a lively one.

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Unlimited Results can be assured by the sale of Quality Heating Apparatus

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

Make it a point to talk "Quality" to your next prospect.

Pease Furnaces are constructed on the principle of "How Good."

Write for Catalogue.

Pease Foundry Co. Ltd.

TORONTO, ONT.

Pease-Waldon Co. Ltd.

WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

Western Canada Hardware Market Situation

Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Bolts—Carriage ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lugs 3; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65 spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Blocks—Steel, 45; wood, 60 per cent. Cut Nails—\$3.10 per keg base; pressed spikes, \$3.50 base, usual extras.

Copper—Planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40; full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Clevises—7½ cents per lb.

Enamelware—Canada, 50; Imperial 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 p.c.

Fittings—Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.80; 22, and 24, \$4; 26, \$4.20; 28, \$4.60; 30 gauge or 10¾-oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to 1, \$5; No. 2 and larger, \$4.75; feather-weight, \$6.15.

Horse Nails—"M.R.M." cold process—No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., \$2.45; ⅜-in., \$2.75; ½-in., \$3.30; ¾-in., \$4.10; 1-in., \$5.80; 1¼-in., \$8; 1½-in., \$9.50; 2-in., \$12.70; 2½-in., \$20.80; 3-in., \$27.40; 3½-in., \$34.20; 4-in., \$39; 4½-in., \$43.50.

Galvanized, ¼-in., \$3.40; ⅜-in., \$3.70; ½-in., \$4; ¾-in., \$5.25; 1-in., \$7.60; 1¼-in., \$10.35; 1½-in., \$12.70; 2-in., \$17.

Logging Chains—5-16, \$6; ¾, \$5.50; 7-16, \$4.70.

Lanterns—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 19c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; Red Rose, 25½c; Silverlight, 16c; Keystone special, 20c; engine gasolene, 24c-25c; acme lamp, 28c; White Lily, 26c; Royal, 24c; White Rose, 22c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100-pound drums, \$2.75; turpentine, bbl. lots, 90c per gal; linseed oil, raw, \$1.05; boiled, 3c per gal. advance on this price.

Pig Lead—\$5. Lead pipe, \$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope—Sisal, 9½; pure manila, 11; British manila, 9½; lath yarn, 9½c.

Sheet Zinc—Casks, \$7.75; broken lots, \$8.50.

Steel Squares—45 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—21c per lb.

Screws—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Stove Pipes.—6-inch, \$8.69; 7-inch, \$9.31.

Terne Plates—I.C. plates, \$8.50.

Tin Plates—I.C. charcoal 20 x 28 full box, \$9.25; ¼ box, \$4.87½; IX, full box, \$11.25; ¼ box, \$5.87½; IXX., full box, \$13.25; ¼ box, \$6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire—Barbed wire, 100 lbs., \$3.05; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Wire Nails.—\$2.80 Winnipeg and \$2.35 Fort William.

Wringers.—Royal Canadian, \$35; new easy, \$39.

TRADE WITH JAMAICA.

David Henderson, one of the largest hardware dealers in Jamaica, was in Montreal this week. When questioned as to trade conditions in the island at present, he said, "The earthquake of two years ago seemed to give a much-needed stimulus to trade in general, and to the hardware business in particular.

There has never been such a volume of business passing as at the present time. Building is going on in every section, and the buildings are far superior to those destroyed. Of course, nearly every Kingston merchant suffered heavily from the quake, but in many cases the loss has been practically made up in the past two years."

"The very small percentage of Canadian business is something which should be remedied. At present American capital is the heaviest foreign element in the island, and nearly 50 per cent. of the trade done is with the States, Canada having only about 5 per cent."

Mr. Henderson is a firm believer in the Empire, and would like to see Canada getting her fair share of the West Indian trade. He looks for good results from the recent Royal Commission. After leaving Canada he expects to go to England, and from there back to Jamaica.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

Commercial and Art Glass.—An artistic and comprehensive catalogue is that published by the Consolidated Plate Glass Co., of Canada, with offices at Toronto, Montreal and Winnipeg. Between the strong board covers are about 60 pages of illustrations and descriptions of various kinds of glass—more than two-thirds of the pictures being in colors. The company are importers, manufacturers and dealers in polished plate glass, mirrors, window glass, art glass, wire glass—in fact, all kinds of glass—and samples of these are given in the illustrations. The book is worth sending for.

Metal Sign.—The Gillette Safety Razor Co., of Canada, Montreal, is supplying customers with a handsome metal sign, round in shape, 15 inches in diameter, lithographed in four colors on both sides, which is easily screwed or nailed to any post, door frame or store front. The idea is to make it known that the store displaying the sign is a "Gillette Depot," where any of the hundreds of thousands of Gillette Safety Razor users can secure supplies. The Gillette Company have always been enterprising in the getting out of catchy window and store cards and this outdoor sign is but carrying their campaign to a most effective conclusion. The sign is free to all who sell Gillette goods.

It is announced that the head offices of the Ontario Iron and Steel Company and the Page-Hersey Tube Works will be moved from Toronto to Welland and will be located along with the factories here. A fine brick office building is being erected.

Ask US to quote you for

PAINTS (Ready Mixed and in paste.) DRY COLOURS

DISTEMPERS, VARNISHES, ETC.

Why?

BECAUSE!!

We are makers of nearly one hundred years' experience and know that we can compete

HOYLE ROBSON BARNETT & CO. LTD.

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To save time, please send samples to
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Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for
hurried machine repairs.

All machine shops and railway
shops should have it.

Bridge builders, track layers,
and structural metal workers
have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER ONTARIO



GIVE ME BERGER'S!

Farmer—When it comes to buyin' Paris Green, there's only one name that can influence me—that's Berger's.

Dealer—Yes, it's the most reliable Green I've ever handled. I hesitated about stocking it a while ago, but the demand has surprised me. Why, there's not a day goes by without its big share of Berger's being sold.

Farmer—I'll tell you the reason. It's got the quality, and it never fails to protect my crops. The bugs can't get away from it 'cause it kills every time, and it's harmless to the foliage. Then that firm that makes it wouldn't put out a poor piece of goods if they had to. They're looking out for the farmer, and that's why it's Berger's for me every time.

You'll hear this conversation wherever Berger's Green is sold. Why don't you be one of the dealers to share this big demand if you aren't handling Berger's already? Write for attractive proposition.



THE SHERWIN-WILLIAMS CO.
PAINT AND VARNISH MAKERS

802 CANADIAN HEADQUARTERS AND PLANT, 897 CENTRE ST., MONTREAL, QUE.
WAREHOUSES: TORONTO, ONT., WINNIPEG, MAN., AND VANCOUVER, B. C.



"The Western Stove Makers"
W. J. COPP SON & CO
MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



Breinigs Penetrating Stain & Wax Finish

These Stains give that Beautiful Soft Wax Finish now popular in High Class Wood Finishing. A Perfect Finish on any wood with one coat and specially adapted for our B. C. Fir Wood. Stocked in Flemish Oak, English, Brown, Weathered, Lt. Weathered, Green Weathered, Black Flemish and Brown Mahogany. Let us send you Samples of these Stains — They are Business Getters.

The Winnipeg Paint and Glass Co., Limited
EDMONTON WINNIPEG
THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Nova Scotia Steel & Coal Co. are expending over \$100,000 in new buildings.

The Paterson Automobile Co., of Flint, Mich., will open a branch factory at Windsor.

The John Deer Plow Co. contemplate locating their Canadian branch at St. Catharines.

The Cockshutt Plow Co., Brantford, will expend between \$300,000 and \$400,000 in extensions and new buildings.

The National Fireproofing Co., of Canada, will locate in Canada, with headquarters at Hamilton, where 125 acres of land have been secured, on which a plant will be erected to cost \$1,000,000.

The following Hamilton companies will either build or make additions to their plants and factories at that place: The International Harvester Co., additions, \$500,000; E. T. Wright Co., \$11,000; Canadian Westinghouse Co., \$35,000; Sawyer-Massey Co., \$11,000; Chipman-Holton Co., \$8,000; Princess Underwear Co., \$3,000.

Municipal Undertakings.

Ratepayers of Fairville, N.B., will vote on a sewerage system.

Montreal's city surveyor contemplates an extension of the waterworks system on Queslin Street.

The contract for supplying ten joints for water pipes at Ottawa has been awarded to Gordon Law, at \$1,650.

A by-law to authorize the expenditure of \$70,000 for drainage system will be submitted to the Chilliwack, B.C., ratepayers shortly.

Tenders will be received at New Westminster, B.C., for the laying of about 14 miles of 25-inch riveted steel water mains and about 7,780 feet of 12-inch and 7,500 feet of 13-inch lap-welded pipe.

The Montreal board of control have awarded contracts for a 4,000-ton supply of cast iron pipe, lowest tender being accepted in each case: Beverley Robinson, representing Stanton Iron Works Co., Nottingham, Eng., 4-inch pipe, \$29.50, 12-inch pipe, \$27.50; Robert McLaren & Co., Glasgow, represented by L. H. Gaudry & Co., Quebec and Montreal, 6-inch pipe \$29, 8-inch pipe \$27.90, 10-inch pipe \$27.70, 16-inch pipe \$27.35, 20-inch pipe \$27; Canada Iron Corporation Co., Three Rivers, Que., 24-inch pipe \$27, 30-inch pipe \$27.50.

Public Buildings.

A new dairy building for the Central Canada Exhibition.

A new city hall and jail will be built at Chilliwack, B.C.

Plans are now being prepared for a new Lutheran church at New Hamburg, Ont.

Weeks & Keefer, Ottawa, have been appointed architects for the new Cum-

berland Street fire station, that city, to cost \$15,000.

Over \$10,000 has been subscribed for the erection of the new Chalmers church at Woodstock.

Tenders are invited for the completion of a city hall at Calgary. Estimated cost \$126,000.

The congregation of the Church of Christ, Winnipeg, will erect a new edifice, to cost \$14,000.

Tenders are being received until June 20 for the construction of a church building at Canning, N.S.

A new dairy building for the Central Canada Exhibition at Ottawa, will be erected at a cost of \$6,000.

J. B. Morrisson, Winnipeg, has been awarded the contract for the new school house at Headingly, Man., to cost \$5,700.

J. & J. Large, of Listowel, were awarded the contract for building a brick edifice for the Methodist church, Cayuga, Ont.

The contract for the erection of the new Carnegie Library building at Orillia, has been awarded to Joseph Langman, at \$11,715.

Tenders addressed to J. C. Walker, chairman of building committee of the Brantford separate school board, will be received until June 20, for the erection of a six-roomed separate school.

J. D. McLean, secretary, Department Indian Affairs, Ottawa, will receive tenders until June 25 for the erection of a school house, to be built at the Oneida Indian Reserve, in Ontario.

Newmarket ratepayers carried a by-law to spend \$15,000 in enlarging the high school. The board will ask for tenders at once and will proceed with the enlargement this summer.

The Winnipeg voters defeated the by-law to grant \$400,000 to the general hospital, but carried a vote of \$100,000 towards a tuberculosis hospital and \$75,000 towards a hospital for infectious diseases.

The contract for the addition to the Ryerson school, Brantford, was awarded to J. Faulkner, of that city, and that for King Edward school to P. H. Secord & Sons. Plans, etc., are being prepared for heating and plumbing.

General Buildings.

D. Blay is erecting a flat at Montreal, cost \$12,000.

A. Viens is erecting a flat at Montreal to cost, \$10,000.

Pryce, Jones, Canada, Ltd., will erect a building at Calgary, to cost \$50,000.

G. A. Walton will erect apartments on Hazelton Avenue Toronto, to cost \$22,500.

The Dominion Bank of Canada, will build a new branch building at Saskatoon.

Plans and specifications are being prepared for the erection of three flats, for A. Duramleau, Montreal.

The Campbell, Wilson Co., Winnipeg, will build a block at Saskatoon. Estimated expenditure, \$40,000.

Tenders are being received for the erection of a flat for R. Deschesne, Montreal. Cost of permit \$12,000.

A permit has been issued to the Union Realty Co., Brantford, for the erection of a block of brick buildings, to cost \$17,600.

Chappell Bros. & Co., Sydney, N.S., have the contract for fifty-six cottages for the Dominion Coal Co., at New Waterford, N.S.

Recent building permits issued at Vancouver, include: S. A. Stuart, dwelling, \$6,000; J. Z. Hall, dwelling, \$8,000; B. T. Rogers, addition to dwelling, \$10,000; Adamson & Main, building, \$35,000.

Recent building permits issued at Outremont, Que., include Donald Munro, cottages, \$32,000; Robt. Ironside, cottages, \$32,000; M. Drouin, flats, \$10,000; Delorimier Syndicate, cottages, \$8,000; A. E. Gosielin, residence, \$5,200; G. H. Landridge, residence, \$5,500.

Recent building permits issued at Winnipeg, include: J. W. Parker, two dwellings, \$4,000; Forseng & Munsen, two dwellings, \$4,000; G. J. Clint, dwelling, \$6,800; J. G. Kimmel, 6 dwellings, \$10,000; Copping Bros., dwelling, \$5,800; John Granberger house, \$8,000; W. P. Davidson, two houses, \$6,000.

Recent building permits issued at Toronto, include: J. J. McCaffery, addition to hotel, \$10,000; J. L. Havill, warehouse, \$16,000; Star Publishing Co., addition to printing office, \$13,000; G. Brady & Son, 3 dwellings, \$18,000; John Boyd, dwellings, \$10,000; W. H. Carrick, dwelling, \$18,000; H. Wright 2 dwellings, \$10,000.

Railway Development.

The Toronto Construction Co. have commenced work on the new C. P. R. line between Orillia and Coldwater. Several camps of men are at work, and it is expected the line will be completed in less than a year.

New Companies.

National Fire-proofing Co., of Canada, Toronto; capital, \$1,000,000; to manufacture and deal in building and fire-proofing materials. Incorporators, G. G. Paulin, F. G. Waters, F. Armstrong, Toronto.

A WRONG MEASURE OF VALUE.

Custom decrees that rope shall be sold by the pound, which is misleading. What does the rope user care how many pounds he can buy for a dollar? He wants to know how long a piece he can get, how strong it is, and how well it will wear. The rope that costs most by the pound will almost universally have enough more of these qualities to make it the cheapest in the end.

MACHINERY STEEL

SMOOTH AND
IRON FINISH

All sizes in stock $\frac{1}{4}$ " to 6"

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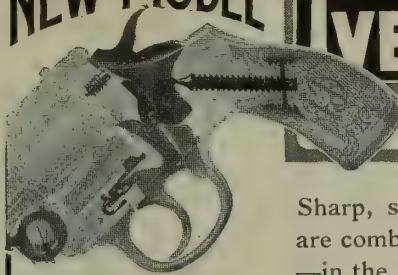
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Manufacturers of

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OPEN HEARTH STEEL

NEW MODEL



IVER JOHNSON

SAFETY AUTOMATIC REVOLVER

Sharp, smooth action, safety and accuracy are combined as never before in a small arm—in the New Iver Johnson Revolver.

Spiral Springs of Tempered Steel

Every spring of the old-style flat type has been replaced by the most durable types of spring made—spiral and round wire springs of drawn tempered steel. The U.S. Government army rifle, which is the best in the world, has spiral springs throughout wherever they can be used. The reason is obvious. The Iver Johnson is the *only revolver* so equipped. Hence it is the one you can trust absolutely to act securely and positively at all times. And the famous Safety Lifter, simple but sure, makes it possible to

"Hammer the Hammer"

Sell the revolver that is absolutely safe in anybody's hands.

The full equipment of tempered steel spiral springs and the famous *Hammer the Hammer* feature furnish invincible selling points.

You can absolutely guarantee—with our backing—every Iver Johnson Revolver as the safest and most durable small arm made.

Write for Dealer's Proposition



IVER JOHNSON'S ARMS & CYCLE WORKS

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles

Factory and General Sales Office, 330 River Street, Fitchburg, Mass.
New York, 99 Chambers Street.

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SELL LONDON BARS

We make sure they are perfect before they leave our mills, and you will find the profit they yield most satisfactory.

They are genuine Trade Builders.

See to your stocks.

GET OUR PRICES

Sales Agents:

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BISSETT & LOUCKS, - Winnipeg, Man.

**LONDON ROLLING MILL
CO., LIMITED.**
LONDON - CANADA

How Spirits of Turpentine are Marketed

**Minute Tests Made of the Product by Government Inspectors
Before it is Allowed to be Shipped to Consumers — How
Leaky barrels are Repaired.**

Editor Hardware and Metal.—In the western section of Jacksonville is located the great naval stores yards of the National Transportation & Terminal Co., covering an area of forty acres, and having a storage capacity of 300,000 barrels of rosin, and a shed for the storage of turpentine, having a capacity of 7,000 barrels.

This yard is but one of several owned by the same company in Florida, and the manner in which naval stores are received and handled here, is the same as in Fernandina, Pensacola and Tampa, where the company also has large yards.

All of the railroad systems of the state, centreing in Jacksonville, bring the products from the stills of the producers, direct to these yards, where each producer's product of turpentine and resin is stored while awaiting disposition by the factors to whom consigned by the different producers.

The National Transportation & Terminal Co., make a charge of three cents per barrel, for every barrel of rosins, and four cents per barrel for every barrel of turpentine stored in this yard. This initial charge covers one month's storage on each barrel. The insurance charge on all naval stores in the yard is one-half of one per cent.

Upon receipt of a shipment of spirits turpentine in the storage yard, the barrels are rolled out of the cars under the shed, and in the presence of the state inspectors, each barrel has its bung taken out and the contents are gauged to ascertain the quantity of spirits contained. The standard barrel contains from 48 to 54 gallons, the average being 51 gallons to the barrel. If a barrel contains more than the average, the deficiency is made up. The producer is credited with the exact number of gallons of spirits that his shipment gauges.

In gauging, great care is taken. An outstick is used and this is inserted in the barrel through the bung-hole and the capacity of the barrel is measured. The depth of the spirits is shown on the gauge, and if short on the average, the producer is charged, and if over, the producer is credited. Every producer has the privilege of being present or having a personal representative present throughout the handling of his shipment.

If a barrel of spirits is found to be leaking, it is at once turned. This is a process that requires the placing of a leaking barrel upon a support and turn it until the bung-hole is at the lowest point, so that the entire contents of the barrel are emptied into a tank fitted with a gauge, that shows exactly the quantity of spirits, the defective barrel

contained. The contents are then drawn off into a standard barrel, and the deficiency, if any exists, is made up and charged to the producer. The fee for turning is 25 cents a barrel.

Next a test for color is made by the inspector. A glass tube is inserted into the barrel of spirits through the bung-hole and the open end of the tube is extended to the bottom. Upon the top of the tube being opened, the spirits rise from the bottom and the tube, filled with the sample thus obtained, is withdrawn and compared with the official standard, and a record made of the test of each barrel of each shipment.

All defective barrels are reported by the inspector, and the yardmen are required to put every barrel into merchantable condition before delivery of any shipment to buyer.

It is sometimes found that the leak in barrels is caused by defective staves. The smallest kind of a flaw in a stave will allow the contents to leak, and it is very important that every barrel be made absolutely tight before being used for spirits.

After a leaking barrel has been emptied and sent to the repairer, a solution of very hot glue is poured into the barrel. It is tightly bunged and then rolled about in every direction, to give the glue an opportunity to adhere to every portion of the interior. The hot glue causes the rapid expansion of the air within the sealed barrel, and if there is the slightest defect, the steam from the glue will escape. The pressure is about forty pounds to the square inch. When satisfied that the barrel is absolutely air-tight, the bung is drawn and the barrel is passed on, to be again filled and used.

After being tested as to color and gauged, each barrel has marked upon it with a metal instrument, the number of gallons of spirits that it contains, and this gauge mark, having been placed there by the official inspector, is accepted by the buyer as the official report of the inspector as to the contents of that barrel.

Turpentine shipped from the port of Jacksonville direct from the yard spoken of above, reaches Toronto in eight days, each barrel being numbered, and the gauge mark of quantity being cut in one of the staves near the bung, should be positive security of the purity of this as a gum turpentine. From this stock all the paint houses in Toronto draw their supplies, and retail merchants favoring them with orders, should be safe to get pure stock. Under these conditions, it is strange that some parties to save two or three cents per gal-

lon will buy from United States houses, which cannot be held responsible in Canada after payment has been made for the goods supplied.

E. FIELDING.

Toronto, June 15.

NEW SOCKET HEAD SCREW.

The P. L. Robertson Mfg. Co., Milton, Ont., are now placing on the market their new wood-screw, the invention of Mr. Robertson, formerly of Hamilton. The favor with which this article



New Socket Head Screw.

is being received by the users, especially in manufacturing circles, encourages Mr. Robertson to make the prediction that it will equal or eclipse that world famous invention of Sloan's (the gimlet pointed screw) in its commercial possibilities, coming as it does at a time of greater commercial activity.

The improvement in this case is in the head and means of driving the screw. Instead of the commonly used slot across the head there is a square socket, and the driver point being of similar form is inserted into this. The advantages claimed in driving this screw are that there is no wobbling or slipping of the tools, absolute control and safety in most difficult work, and no marring of the screw or of the work being done. It has greatly increased strength, and its appearance for fine finishing adds greatly to its commercial value.

It is also claimed that this invention doubles the efficiency of workmen and that a screw can be driven into solid oak without boring for it and with ease and safety. In electrical work the danger of contact with live wires is eliminated, and as the screw can be perfectly driven with the use of only one hand, men who work overhead or in difficult places find it most advantageous.

Drivers of all types and forms and driver tips each covering a considerable range of sizes of screws are being made and supplied by the company.

OPENING FOR BRUSH MANUFACTURER.

The Department of Publicity of the Canadian Northern Railway advises Hardware and Metal that a good opening exists at Edmonton for a brush and broom factory, for anyone willing to begin in a small way. Broom corn, it is said, can be laid down at Edmonton at practically the same cost as at Toronto, and as there is a local supply of birch timber suitable for handles, the raw material problem is easily met.

G. Childs, general manager of the United States Steel Products Export Co., Montreal, has been on a visit to Toronto.

J. H. McNulty, treasurer and general manager of Pratt & Lambert, Inc., Buffalo and Bridgeburg, Ont., with Mrs. McNulty, sailed Saturday, June 4th, on steamship "Amerika" for a two months sojourn in Europe.



No. 15

TREATING COMPLAINTS.

Merchants must be careful not to show any irritation when a customer comes into the store to complain as to the quality of the paint that had recently been sold to him. This is sometimes difficult, especially when the merchant knows that he is carrying the highest quality paint obtainable, but future sales have to be considered, and the customer must be listened to patiently. Obviously the fault lies with the manner of painting, and the customer must be told so, but in a diplomatic manner.

Under no condition must the dealer allow his paint to be condemned without going into the question. If he displays irritation, and gruffly tells the customer that the fault lies in the painting, and shows plainly that he is aggrieved, the customer is not only unconvinced, but he is affronted, and decides to buy at another store. The merchant must listen courteously to all that the customer has to say, and then express surprise that the paint should have been disappointing. He should then lead the customer quietly to tell how the painting was done. Put him through a cross examination in a chatty sort of way, and then when the customer admits that for instance no attention was paid to the state of the original surface, then he can proceed to point out that the paint had not been given a fair chance.

Even if the customer is obstinate and refuses to take any blame—as is only human nature—he will commence to think that probably he had not, after all, given the paint a fair chance, and that there might be something in what the merchant says. On the next occasion he paints, he will try the same make again, and guided by what the merchant has told him, the job is quite satisfactory and all is well.

It is, of course, very annoying that a merchant should have to take so much trouble in defending his paint, but it is all in the day's work. Customers are not so many that one can afford to let them think what they like without any attempt to show them differently. The merchant will find that it pays him to treat his customers, when they complain, like a doctor does when he has a nervous patient. Show them quietly where they are wrong, and do it in an indirect way rather than bluntly telling them that they are at fault, and not the paint.

A large number of complaints would be avoided if the merchant and his clerks took pains to see that every customer had some idea as to the right way

You can make more
money and gain more re-
putation selling

MIL PURE PAINTS

Because they are advertised, so your
store gets the good of the advertising.

Because they cover better with two coats
than the best of the other paints do with
three.

Because they justify every claim you
make for them when you talk to your
most particular customer.

**Imperial Varnish &
Color Co., Ltd.**
TORONTO

Samples tin (FREE)
colorcard, and special
proposition for the
asking. 6 Morse St.,
Toronto; 108 Princess
Street, Winnipeg; 550
Beatty Street, Van-
couver.

**Tiger
White**



**Brand
Lead**

This Lead has been a favorite with
practical painters for over 30 years.

Made from Lead corroded under the
dry system and mixed with pure refined Lin-
seed Oil. Every package bears the yellow
label of the White Lead Association of
Canada as a guarantee against adulteration.

The Montreal Rolling Mills Co.
MONTREAL

to paint, before they go out of the store. It is easy to lead the customer on to talk of the painting work proposed. In fact it can be guessed from the kind of paint asked for. Then the clerk can turn the conversation round as to the best way of applying the paint, and without appearing to be too inquisitive can give many a little hint as to procedure. The salesman can easily tell

whether the customer is experienced or not, and a few hints when the sale is made will stop the making of mistakes that will cause any amount of grumbling afterwards.

The worst of these complaints is that in many cases they do not come to the ear of the merchant, and therefore, damage is done to his store without his having a chance to disprove them.

PAINT AND OIL MARKETS

MONTREAL.

June 14.—After the set-back last week in turpentine and linseed oil, the market remained quiet and fairly steady. The fall in linseed oil did not seem to cause much consternation, as buyers for some time have been acting very cautiously, and consequently were not caught on the wrong side of the market. Of the other lines there is a good movement in ground white lead and red lead.

General business is fairly well maintained, despite the recent unusual climatic conditions. Well-assorted lots are going out, while the demand for liquid paints is splendid. Good sorting-up orders are being received, and the consumptive demand is evidently above the average.

Turpentine—There is more activity in the turpentine market, the lowering of prices having encouraged generous buying. Supplies are plentiful and we quote 81 cents.

Linseed Oil—The holders of linseed oil who have been following the market closely have noticed with some anxiety the remarkable recession in figures. Those who are nervous are anxious to make sales on a strict parity with the English quotations, but some of the jobbers are averse to any drastic lowering of prices, preferring to impart a fair degree of steadiness to the market, as a stiffness in prices may be looked for again at any time. We quote 87c for raw and 90c for boiled.

White Lead—The demand for white lead is very satisfactory. The shipments are heavy, and prices are firmly held. We quote \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Red Lead—A wholesome demand exists for red lead from all quarters, and cable repeats have been sent to the Old Country to replace spring stocks, which are rapidly disappearing. The market is firm, and we quote. Genuine red lead in casks, \$4.75, in 100-lb. kegs \$5.25; less quantities at \$6.25 per 100 lbs.; No. 1 red lead, casks, \$4.25; kegs, \$4.75, and small quantities, \$5.75.

Paris Green—The call for paris green is extremely quiet in western Ontario, but a fair trade is noticed in the eastern part, in Quebec and the Maritimes. Stocks are large, but the market is steady and unchanged.

Dry Colors—The call for vermilions, golden ochres, oxides, chromes and Vene-

tian reds is very encouraging, and shows a painting activity that is above the average. Prices are well maintained.

Putty—Putty is in good demand at unchanged prices. We quote: 100-lb. drums, \$2.45; bladders, in barrels, \$2.70.

TORONTO.

June 16.—The volume of white lead and prepared paints moving just now is very great, and these two lines are keeping the paint market strong. There are a number of summer sundries being sold that make that class of goods when grouped, bulk fairly large, but there is no rush for any one line.

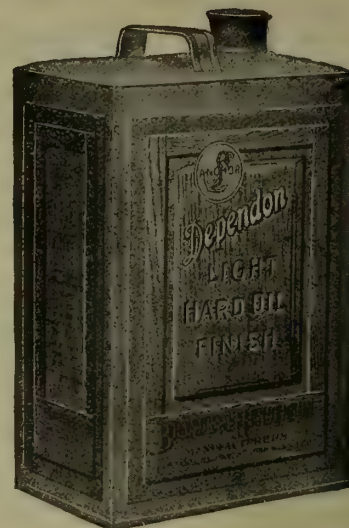
The situation generally is good and present trading will help swell the record figures, which the paint trade is expected to show on the year's business.

Prices on general paint lines are steady and firm. Some manufacturers of ready-mixed paints advanced prices last Saturday, about 5c a gallon, but these advances are only following the increased cost of standard paints both in Canada and the United States.

Turpentine and linseed oil remain much the same as last week, though there is an easing of a cent in oil because of disquieting rumors. The market for both the commodities is unsteady.

The dark grades of rosin are more than \$1 higher than was the case a year ago, and \$1.50 higher than two years ago. Notwithstanding this, for the past week the price has been advanced a further five per cent., and all supplies bought as fast as they come to hand, both at Jacksonville and Savannah. The outlook for rosin continues bright for the producers, and not very satisfactory for the jobbers. Consumers think the prices much too high, and are only buying what they require for immediate demands.

Linseed Oil—Locally the wet, cold week past has tended to depress the market somewhat for linseed oil, as no outside work could be satisfactorily carried on. A change seems now to be the order that warmer weather has set in, and outside work for the painters is expected will be very brisk. All contractors seem to have full employment for their men, and as the strike is now comparatively settled for the season business certainly should improve in this direction, especially as the price for linseed oil has eased up a little. The present price ask-



DEPENDON

(REGISTERED)

LIGHT, HARD OIL FINISH

for furniture, inside walls and interior woodwork, of either hard or soft wood, dries free from tack and can be polished in 12 hours. It is scientifically made, filtered and matured, and gives a durable finish that will please your trade.

This reliable Brandram-Henderson specialty, fully guaranteed, comes in all the usual sizes, and is a standard article with a steady sale. It will bring you trade and help you hold it.

DEPENDON is one of three Household Varnishes forming a series, the other two being Everlastic Quick Drying Floor Varnish and Gold Medal Inside and Outside Varnish.

When you next write us, do not forget to look into the matter and let us book an order for these three splendid specialties.

Why not drop us a post card to-day?

Brandram-Henderson

Limited

Montreal

Halifax

St. John

Winnipeg

Toronto

The Paint the Painter Prefers

In selecting a line of paints to build up a big business on, Mr. Dealer, you will make no mistake when you get the paints the practical painter prefers. He knows good paint—and his endorsement will send many a customer to your store. Customers that it pays to have, because they come back over and over, and every one ready to speak a good word for your goods when he gets a chance. No paint pleases the practical painter like



MARTIN-SENOUR PAINT

100 % PURE

He likes it because every job he uses it on stands as a silent advertisement of his own workmanship and honesty. There's only one objection he might find with it—it lasts so long. But the honorable man—the man who values his honor—recommends it for that very reason. So can you. If you're in business for next year, and the year after the same, you'll get the agency for this paint as quick as you can. Write today and we will make the time mighty short before you have it if you mean business.

*This Sign on the Door
Brings Buyers to Your
Store*



MONTREAL THE MARTIN-SENOUR CO., Limited CHICAGO
Pioneers Pure Paint

The Winnipeg Paint & Glass Co., Ltd., Winnipeg

The Maritime Paint & Varnish Co., Ltd., Halifax

Cater for the Critical Decorator

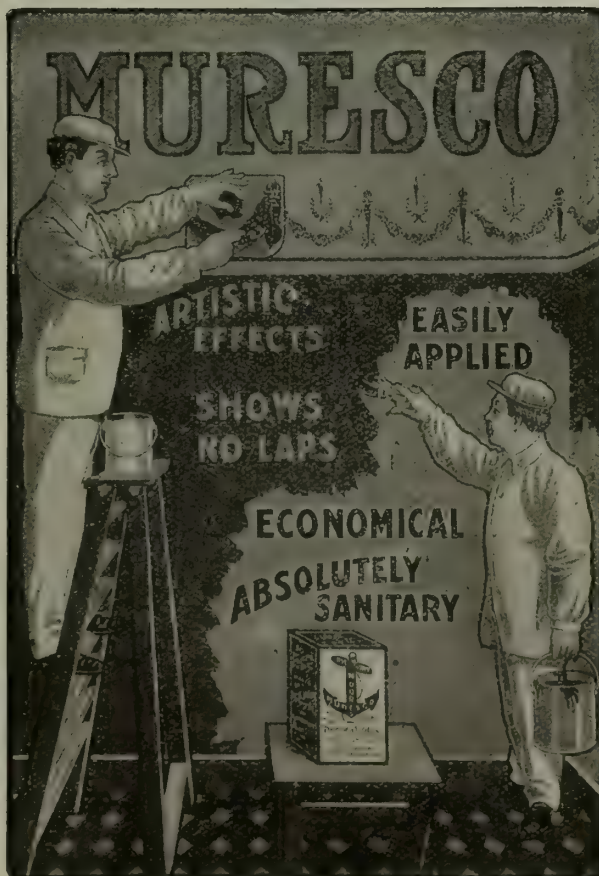
The painter who knows what a good WALL FINISH is, as well as the inexperienced consumer, are both loud in their praises of

MURESCO

THE BEST WALL FINISH

Exhaustive experiments have proved that, pound for pound.

**Benjamin Moore & Co.
LIMITED**



MURESCO

not only makes more material, but works more easily, covers better, goes farther, and produces more uniform, clear and beautiful effects than any other WALL FINISH in use.

"Muresco" will establish a foundation for the sale of your other lines, and yields a generous profit.

See to your stocks. There's no line "quite as good."

Send for color card and prices.

West Toronto

New York Chicago
Cleveland

ed by the majority of houses for raw linseed oil in single barrels is 88 cents; with boiled oil at 91c. These are the prices asked last week. Two houses are a cent below these figures, and a street rumor, which could not be authenticated, stated that oil was selling as low as 80c and 83c outside Toronto.

Turpentine—Contrary to all expectation the market for turpentine at the point of shipment advanced 2 cents per gallon, of the wine measure, in the past five or six days, which is equivalent to an advance of 2½ cents per gallon, imperial measure. The same statements that have been made all along for this season are being repeated, that the amount of turpentine produced is less than was anticipated, and as the season has been very dry in the southern states fires have occurred in certain sections destroying a good deal of the gum. Locally the price remains at last week's figure, 80c for single barrels, and 5c higher per gallon for smaller quantities.

White Lead—A splendid and steady demand exists for white lead. There is a great deal of outside house painting being done, and when repeat orders come

13c; water white, 15c; and Pratt's Astral, 17c. Benzine at 15c and motor gasoline at 17c, have been steadily increasing in sales.

NEW PAINT FACTORY.

The Pinchin, Johnson Co., Ltd., is the name of a new paint manufacturing concern which has recently been incorporated in Canada, and which is at present building a plant at 378-386 Carlaw Ave., Toronto. The company will be the Canadian branch of Pinchin, Johnson & Co., London, Eng., and all the paint lines made by the English concern for the Canadian market will in future be made at the Toronto plant. These lines include paints, colors and varnishes, with "Minerva" paint and "Satinette" white enamel as leading brands, these goods, especially the latter, already having been pushed through the Canadian trade. The English company was established in 1834.

The company is capitalized at \$500,000, and the officers are: President and treasurer, James E. Ebersole, Toronto, manager International Varnish Co.; vice-president, Oscar Rosenberg, Chicago, 1st

THIS LETTER, WHICH IS REPRODUCED BY THE KIND PERMISSION OF THE SENDER, TESTIFIES TO THE DURABILITY OF THE CANADA PAINT COMPANY'S PAINTS UNDER SEVERE CLIMATIC CONDITIONS.



Auditor General's Office,
St. John's, Newfoundland.

March 31st, 1910.

The Canada Paint Co.,

Gentlemen:—

Will you kindly send me quotations and color card of Paint suitable for painting the exterior of a house.

Some twelve years ago I purchased from your firm the Paint I required for my house, and although only two coats were put on it is only now that it needs re-painting.

Will you also be good enough to ascertain the freight per package, by steamer line running from Montreal to this point.

Yours truly,

F. C. BERTEAU.



The New Paint Factory of the Pinchin-Johnson Co., at Toronto.

in, it is expected that stocks will get low again. Since the beginning of March the volume of white lead shipped to provincial points from Toronto has been enormous, and dealers say it is the best and safest paint line to carry this summer. Prices are firm and strong, but unchanged.

Red Lead—The old quotations, \$4.25 to \$5.25 per hundred pounds in casks, still rule. Demand is satisfactory and steady, but orders are not exceedingly heavy.

Petroleum—Coal oil for summer fuel has had a great impetus this week, and the oil companies report trade good. Prices are unchanged. Prime white is

vice-president Standard Varnish Works; secretary, Gordon C. Scott, Toronto; superintendent, P. P. O'Neill, Toronto. The plant is expected to be ready for making paint by the middle of August.

The new building will have a frontage of 100 feet and a depth of 50 feet. It will be four storeys high, besides basement. When finished, it will be equipped with modern machinery.

Toronto will extend its water mains and provide additional hydrants for improving the fire protection in the vicinity of the Parliament buildings. The cost, \$7,000, will be paid by the province.



Creosote Shingle Stain

Have you posted yourself about these beautiful stains which are so much in style now ?

Every once in a while somebody walks into a store and asks about them. If you don't know about them, perhaps the other fellow does.

To commence with, here is what the cans look like.



These are what are known all over Canada as

Ramsay's Creosote Stains

unexcelled by any make whether produced here or in foreign countries, and if you want to know more about it, which will be to your own interest, write us for color card and prices.

**A. RAMSAY &
SON CO.** The Paint Makers
MONTREAL

NEW ERA PAINT

Protect your best interests by selling a paint that gives the user every satisfaction, because it is honestly made.

'New Era' Paint covers more surface, lasts longer, and holds its color better than any other prepared paint.

'New Era' Paint is moreover a specially good profit producer.

Standard Paint & Varnish
Works Co., Limited
WINDSOR, : ONTARIO

Write for Prices.

Wonder Barn Door Hangers and Channel Steel Track

with Galvanized Batten, are the only kind that closes the door up tight.

They are packed, two set, for a trial order ; one 8 ft. door and one 7 ft. door.

It is the best and cheapest. Ask for prices.

S. B. MARTIN, Dalton, Ohio, U.S.A.

When the Very Best Goods Made



sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack Saw Blades** at present prices ? Our new list on this line is

\$3.50 3.75 4.00 4.50 5.00 5.50 6.00 per gross
6 7 8 9 10 11 12 inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades Dealers of prominence carry Star Saws in stock.

MILLERS FALLS COMPANY 28 WARREN STREET
NEW YORK, N.Y.

The secret of the success!

Our special treatment and ageing of the oil used in

ELASTICA FLOOR FINISH

have enabled us to produce a varnish which will not crack or turn white, as many

When You Order Floor
Finish Be Sure You Get



Not Something That Sounds
Like Elastica, but



**N.B.—All Standard
Varnish Products
are sold in full
Imperial Measure
Cans.**

other varnishes do, but remains elastic and water-proof for all time. We are producing a perfect floor finish in "Elastica," a line that every hardware man can handle with profit and satisfaction.

INTERNATIONAL VARNISH CO.

LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO

WINNIPEG

New York

Berlin

London

Chicago

Brussels

2381

"Elastica Stands the Rocks."

You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

26 Pages

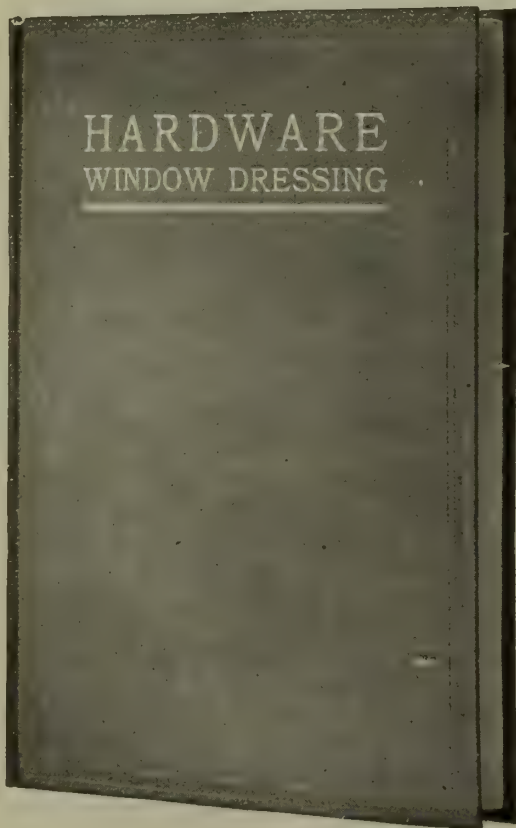
8x11 Inches

300 Illustrations

Price \$2.50. (Payable in Advance)

Send for Descriptive Circular.

Technical Books, 111-127 University Ave., Toronto



Berry Brothers'

Famous Varnishes

LIQUID GRANITE

Most durable finish made

LUXEBERRY WOOD FINISH

Best hard oil finish on the market

SPAR VARNISH

STANDS THE WEATHER WELL

Send for Booklets and Prices

Berry Brothers, Limited
Walkerville, Ontario

THE
Dougall Varnish Co.
LIMITED

Montreal : : Canada

VARNISHES
OF FINEST QUALITY

FOR

RAILWAYS
BUILDINGS

PIANOS
FURNITURE

CARRIAGES
WAGGONS

ALSO

LINGERWETT
Varnish and Paint
REMOVER

Associated with Murphy Varnish Co., U.S.A.

BOWSER

LONG DISTANCE
SYSTEM FOR
HANDLING GASO-
LENE OR KEROSENE

meets the highest approval because it is SAFE. Every feature of the Bowser Long Distance Underground Storage System meets the requirements of Insurance Companies and Fire Underwriters.

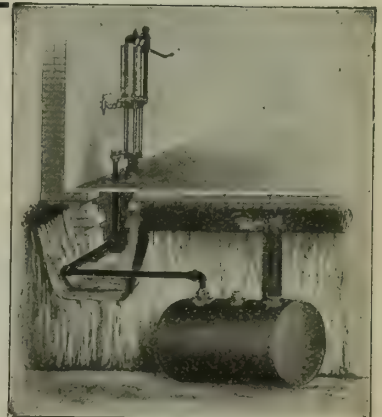
Here is the Plan. The oil is stored in a tank buried outside, any distance that you may desire away from the building. The tank is made of good heavy sheet steel, riveted and soldered, tested and guaranteed leak and evaporation proof. It is painted with three coats of asphaltum which absolutely prevents the damp earth from acting upon the metal.

The pump is the latest improved, all metal, and measures accurate gallons, half gallons, quarts or pints at a stroke.

The System Has Never Caused a Fire, nor has an explosion of a Bowser Tank ever occurred. One hundred and eighteen outfits passed through the San Francisco fire, and not one explosion resulted. Some of the pumps were warped and melted by the heat, but the oil remained in good condition in the tanks.

The Bowser System is safe in every way. Write TO-DAY for Bulletin 15.

S. F. Bowser & Co., Limited
66-68 Frazer Ave., TORONTO



CHANCE'S FAMOUS FIGURED GLASS

To Architects, Builders and Contractors we will send, on request, a sample box of the famous Figured Glass manufactured by

CHANCE BROS. & CO., Ltd.
Near Birmingham, England

Samples include Figured, Muffled and Rolled Cathedral Glass, in a variety of patterns and tints.

Write now—you'll probably find among these samples just the glass for which you have been looking.

ADDRESS THE CANADIAN AGENTS

B. & S. H. THOMPSON & CO.
LIMITED

381 ST. PAUL STREET, - - - MONTREAL

A Favorite Floor Finish

If you are on the lookout for a Floor Finish which has all the good qualities of a wax finish without its unpleasant slipperiness, you can confidently stock and recommend

BRANTINE FLOOR FINISH

It's noted for its elasticity, hardness and durability, and will not mark white under pressure, nor is it affected by moisture. Specially suited where sanitary conditions are of primary importance.

Western Hardwaremen can now obtain all their paints, varnishes and painters' supplies at our new Winnipeg Branch.

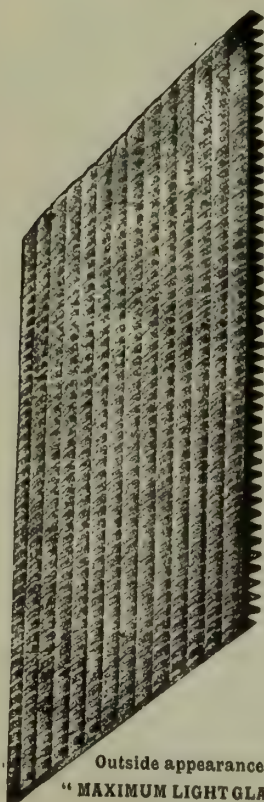
Write for details and prices.

SCARFE & COMPANY

Head Office and Factory :
BRANTFORD, ONT.

WINNIPEG, MAN.
78 Lombard Street.
Phone Main 9944.

MONTREAL, QUE.
472 Delorimer Avenue,
Phone Bell East 442.



Outside appearance of
"MAXIMUM LIGHT GLASS."

MAXIMUM DAYLIGHT GLASS

This glass is far superior to the ordinary flat back prism. Sample and price mailed on request. Comparison will prove its superiority over all other light producing glass. Stocks carried at all our branches.

THORNE HOLD-FAST METAL BAR

Write for special catalogue and sample.

Hobbs Manufacturing Co., Limited

Offices and Warehouses

LONDON WINNIPEG TORONTO
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A Profitable Pair

Cuts illustrate two lines which you can handle most profitably—the

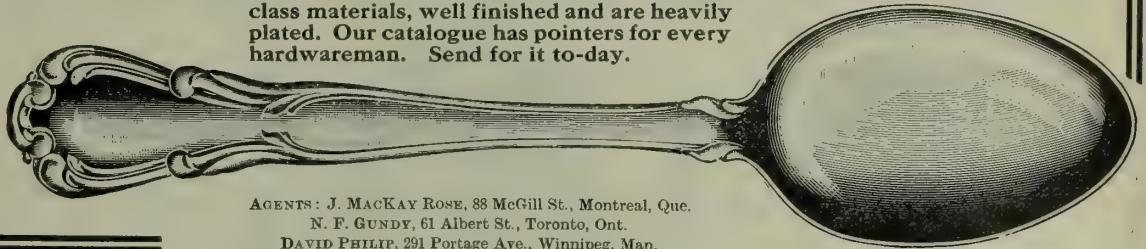
"LEONORA" Cold Meat Fork and Teaspoon

They are artistic in design, of first

class materials, well finished and are heavily plated. Our catalogue has pointers for every hardwareman. Send for it to-day.

**McGlashan,
Clarke Co.,
Limited**

**Niagara Falls
Ont.**



AGENTS: J. MACKAY ROSE, 88 McGill St., Montreal, Que.
N. F. GUNDY, 61 Albert St., Toronto, Ont.
DAVID PHILIP, 291 Portage Ave., Winnipeg, Man.

Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

British Window Glass

Polished Plate Glass
Plain and Bevelled Mirrors
Picture and Car Glass
Prismatic Glass
Cast Ribbed and Polished
Wire Glass
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CANADIAN OFFICES AND DEPOTS:

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Busby Lane

Toronto
Mercer Street

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Wire Screens

Plain and Figured Cathedral
Glass

Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.



Peerless Freezer
Sold Everywhere
Universally Successful

Easy to grind as a watch to wind

PEERLESS FREEZER

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.



Dana Mop Wringer
takes a woman
off her knees



Dana
Food Chopper

THE DANA MFG. CO., CINCINNATI, O.

ELECTRIC HEATER and SAD IRON COMBINED

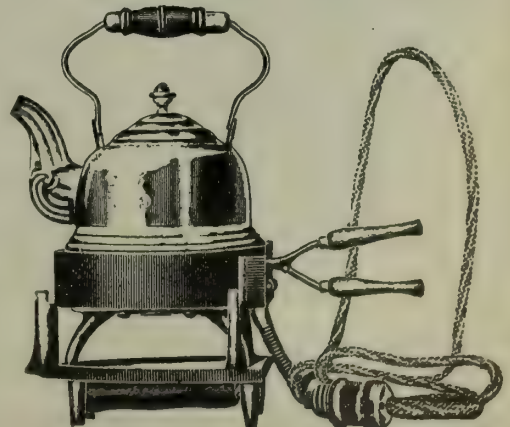
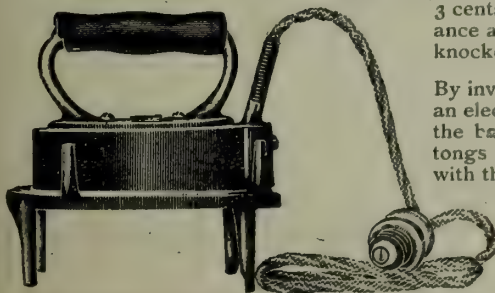
The B & M

Combination Electric Sad Iron is the simplest and most practical Electric Iron on the market. This iron is always hot; the handle always cool; power costs only 3 cents an hour; it is attractive in appearance and has no protruding parts to get knocked off.

By inverting the stand face up you have an electric heater, and there is a hole in the back of the iron for heating curling tongs. The B & M is the only Electric Iron with these extra features.

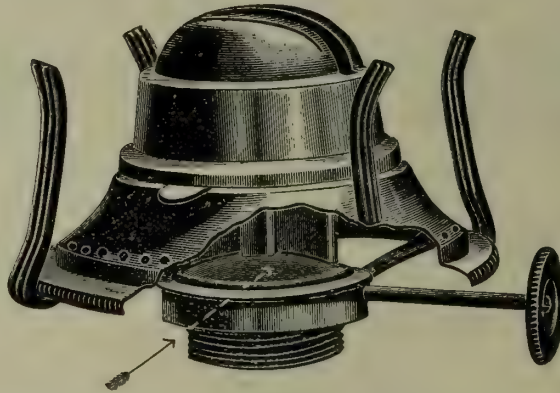
Write for Price List.

The Dominion Electric Co.,
417 Sparks St. Limited
Ottawa, - Ontario



BURNERS!

**We
Defy
Competition**



**Quality
and
Price!**

**SEE OUR GOODS AND ASK FOR PRICES
YOU CAN BE THE JUDGE**

ONTARIO LANTERN & LAMP COMPANY, LIMITED

HAMILTON

ONTARIO

The LATEST TRIUMPH in MODERN LABOR SAVERS

is the Famous

“NEW CENTURY”

**harnessed to do all the
hard work of washing.**

The Motor is gearless, simple, powerful
and NEW CENTURY quality all the way.

It's the BEST MOTOR hitched to the
BEST Washing Machine made and they're
on hand ready for immediate shipment.

Eastern Agents:

**W. L. HALDIMAND & SON,
Montreal**

Western Agent:

**HARRY F. MOULDEN,
Winnipeg**

Makers: Cummer-Dowswell, Limited - Hamilton, Ont.



YOU CAN MAKE MONEY BY HANDLING OUR DIFFER-
ENT GRADES OF

BABBITT METALS

We co-operate with the dealer, and send out advertising matter in our mutual interest. Write for prices and be convinced. We also manufacture all grades of tinner's and plumber's solders.

The James Robertson Company, Limited,

Montreal
St. John

Toronto
Winnipeg

THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



THE "FAVORITE" CHURN

is a good one every way you look at it. The barrel is of thoroughly seasoned hardwood, with trunnions balance bolted on. Stand is angle steel, very light, perfectly rigid and very strong. Has a most convenient hand and foot drive, and roller bearings for easy running. It easily BEATS ALL OTHER CHURNS in Canada as a seller. In fact, more "Favorites" are sold than all others combined. It's the churn that will pay you best. 8 sizes, to churn one-half to 30 gallons of cream.

David Maxwell & Sons, St. Mary's, Ont.

Stanley Tools

No. 50½ MITRE BOX

This has a single piece Frame, both the Base and the Back of which are accurately machined.

The Saw Guide Uprights are steel rods and carry the Saw guides in which the saw works. The Uprights which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used in place of a Back Saw if desired. A strong and accurate tool at a moderate price.

No. 50½ Price, each \$6.80
No. 60½ with 20 in. Back Saw \$9.50

Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



FACTORY SITE, WITH BUILDING AND WATER POWER, TO LET

Factory site, with building and water power, for lease in the town of Dartmouth. Premises until lately occupied by the Dartmouth Light and Power Co. Building is new and is situated on main thoroughfare. Modern water wheel already installed and ready to belt on to main line. The town of Dartmouth is glad to grant concessions to manufacturers. This is a good opportunity for company with limited capital. Write us if interested.

STARR MFG. CO., LTD.,
DARTMOUTH, N.S. CANADA

CORN AND BEAN PLANTERS



King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

SELL

Royal Metal Polishes

NOW



Do not wait for to-morrow, but push these sterling metal polishes now in the springtime, when everybody is thinking of cleaning up.

ROYAL POLISHES are the best for all kinds of metals. Housekeepers KNOW this.

HAVE YOU A STOCK?

ROYAL POLISHES COMPANY
MONTREAL

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL
HALIFAX
OTTAWA

HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

SPUR OF THE MOMENT ORDERS come to Hardwaremen for

BELTING

and the WISE merchant should keep a small, well assorted stock of LEATHER BELTING ready for the EMERGENCY.

YOU try it. You'll get the business, and always get it.

We can supply you with anything and EVERYTHING IN LEATHER BELTING and LACE LEATHER.

OUR LEATHER BELTS stretch less than any other.

A TRIAL ORDER WILL CONVINCE.

J. L. GOODHUE & CO., LIMITED
DANVILLE, P.Q.

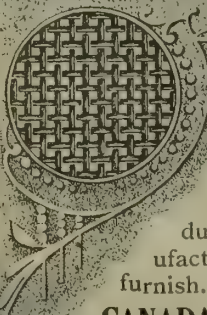
Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

ORNAMENTAL IRON WORK WIRE CLOTH AND WIRE GOODS



There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish. **Inquiries Solicited.**

CANADA WIRE GOODS MFG. CO.
HAMILTON

JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE



Sole Agents for Canada

James Hutton Company
Montreal

MORRILL'S NO. 3 & 4 SAWSETS



Fully Warranted

- No. 3—for Cross Cut Saws, single tooth
No. 4— “ “ “ Double “
No. 5— “ Timber and Board Saws

These are the Standard Saw Sets used by the leading saw mills for cross cut, circular, timber and board saws.

CHAS. MORRILL, - 271 Broadway, NEW YORK

Jonathan Crookes & Son

Corporate Mark

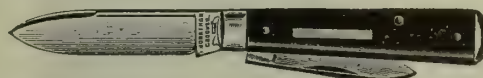
Sheffield



England

Granted 1780.

SUPREME CUTLERY



For Sale by Leading Wholesale Houses



Special
Display
Case

Write
for
Price

THE MANUFACTURERS SALES CO., - Birks Bldg., MONTREAL

Our Improved Automatic
Compressed-Air Sprayer

is the most satisfactory hand machine
now in the market for

APPLYING PARIS GREEN TO POTATOES

It is substantially built and every Machine is GUARANTEED. It is the handiest Sprayer for general purposes yet produced. A boy can do the work. Saves time, labor and material. Working parts all brass. Made in Galvanized iron or brass. Ask for 1910 Model.

CAVERS BROS.

Manufacturers

GALT, ONT.



You Will Save Money
By Using

“Neptune Unrivalled”
Patent Steel Fencing Wire

and

“IGEL” BARB WIRE

Manufacturers: Felten & Guillaume, Lahmeyerwerke-Aktion-Gesellschaft
Carlsberg, M. E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

Glues, Gelatines, Size, Etc.

When in the market for these lines, send for
our quotations.

Or better still, send for them now, and
keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

“VOL-PEEK”
GRANITE CEMENT

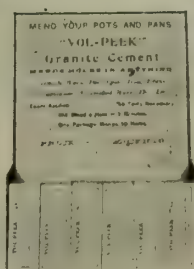
Mends all the holes in ANY Pot
or Pan.

Made of harmless, non-poisonous
materials. Invariably effective. Easily
applied. Quick and profitable seller.

Send for a trial lot

H. NAGLE & CO., Montreal, Sole Manufacturers
Agents:

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Watson & Truesdale, Winnipeg, Agents for Manitoba and Sask. (Regina excepted).
C. E. Jarvis & Co., Vancouver, Agents for British Columbia, Edmonton and Calgary.
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RIVETS

of any description

BRASS—COPPER—IRON

Perfect Goods

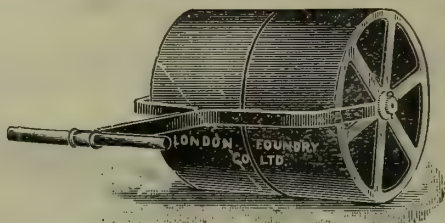
Prompt Delivery

Trial Orders Solicited

P. L. Robertson Mfg. Co., Ltd., Milton, Ont.

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

Write for Catalogue and Prices

THE LONDON FOUNDRY CO.,
LONDON, CANADA Limited

THE "JEWETT" Patent Filter and Cooler

For RAIN, RIVER and HYDRANT WATER



Certified by the highest authorities to be invariably effective and safe.

It combines a separate vessel with filtering medium, an outer case to receive vessel, with cover, and a cast iron porcelain-lined cooler. Filters quickly and thoroughly. Finished in oak-grain or assorted colours. Here's a line that should be in every home! GIVE IT PROMINENCE!

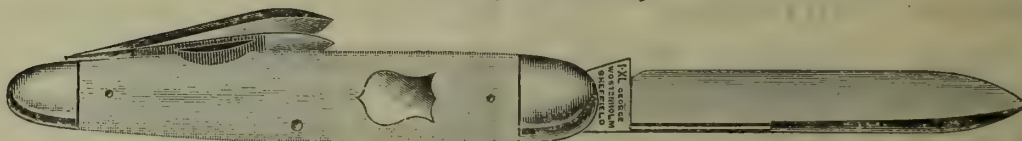
Write for illustrated catalogue.

The Buffalo Mfg. Co.
BUFFALO, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO.
28 Toronto Street
TORONTO

Wostenholm's Fine Sheffield Cutlery

Trade Mark
I-XL (I excel)



THREE BLADE POCKET KNIVES. Hand Forged Blades. In Pearl, Shell, Ivory and Stag Handles.

This pattern is 3, 3½, 3¾, 4, 4½ and 5 inch sizes. Insist on I-XL goods. Every knife guaranteed.

A. MACFARLANE & CO., MONTREAL, Canadian Representatives

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
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Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head office:

Montreal

Sales Offices:

Montreal - - Toronto
Winnipeg - - Calgary

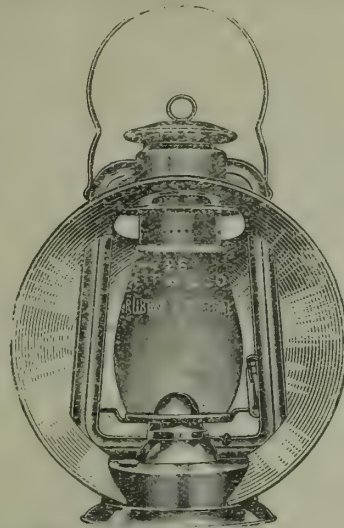
No. 4---Cold Blast



Wright's Cold Blast Lanterns are constructed on the Genuine Cold Blast principle, and are guaranteed

Winnipeg Distributors:
MERRICK - ANDERSON
COMPANY
Winnipeg, Man.

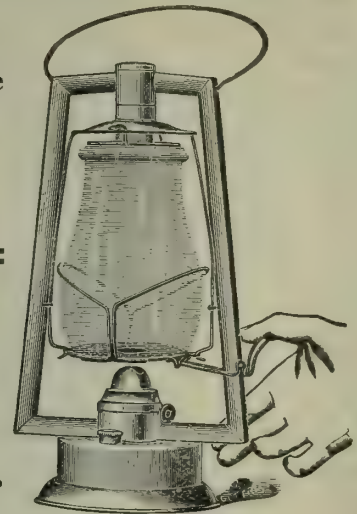
No. 25---Japanned Reflector



Wright's Small Lanterns give the maximum amount of light. Send for sample dozen.

E. T.
Wright
& Co.
Hamilton, Can.

C Lift



**Electric
Welded**



**Highest
Quality**

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

**Coll
Chain**

**Logging
Chain**

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Chain**

**Loading
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**German
Coil**

**Halter
Chain**

**Tie
Outs**

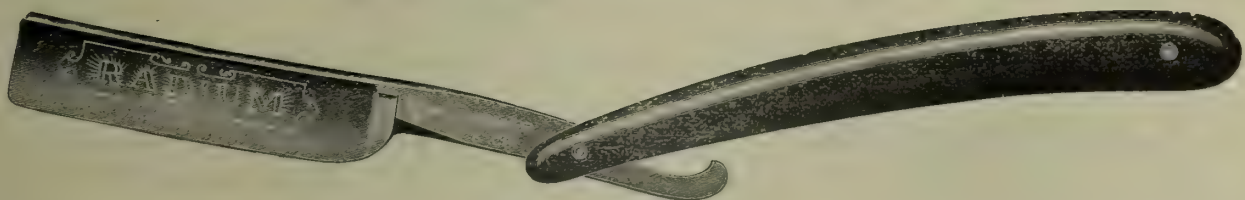
**Cow
Ties**

McKINNON CHAIN COMPANY

BUFFALO, N.Y.

ST. CATHARINES, ONT.

H. BOKER & CO.'S "RADIUM"



The "Radium" is an honest Razor—a man's razor—and as perfect a razor as human skill can produce. Every blade hand-made from the very best quality bar razor steel, tempered by our own process. Perfectly ground, honed and set ready for use. Every razor guaranteed.

For Sale by All Leading Wholesale Hardware Houses



It is true that a rope made from the PROPER QUALITY of Manila hemp is the best and most economical rope that can be had, but you must be sure that the proper quality of hemp is used.

The best way to be sure of this is to buy only

PLYMOUTH ROPE

"The Rope You Can Trust"

The terms "No. 2 Manila," "Common Manila," "Hardware Manila," etc., are misleading, as they are merely trade names and apply usually to cheap rope, made partly and sometimes wholly from Sisal or other inferior fiber. PLYMOUTH Manila is made in one grade only, from the quality of hemp which long experience has shown to be best.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

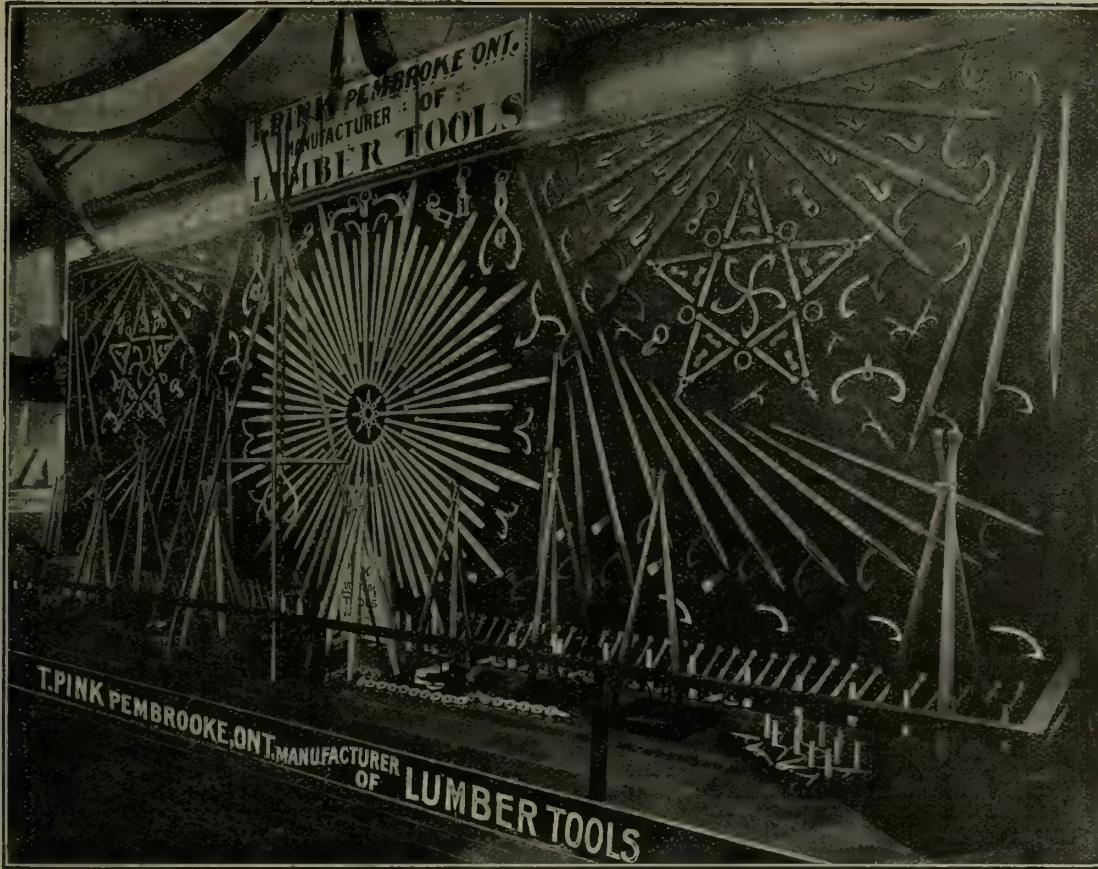
55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at

TORONTO
ST. JOHN

MONTREAL
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VANCOUVER



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

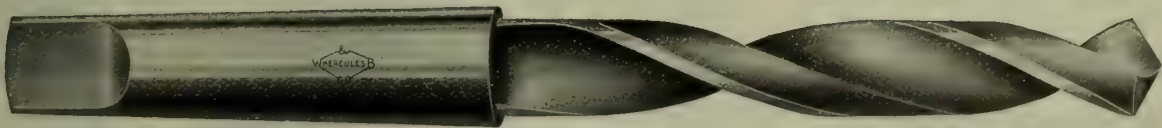
Light and Durable

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

You Can Drill for Less Money with the

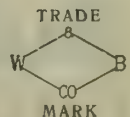


“Hercules” High Speed Twist Drill

Than any other, because it is TWISTED while hot from the latest improved VANADIUM HIGH SPEED STEEL, giving it great strength and toughness.

It will take an exceedingly HEAVY FEED without danger of breakage and will give more service for the money than any other High Speed Twist Drill.

Fitted with Taper Shanks, usually one size larger than regular, therefore no special chucks or sockets are required.



We Carry the Largest and Most Complete Line of
Twist Drills in Canada and Make Instant Shipment.

The Whitman & Barnes Mfg. Co.

ST. CATHARINES, ONTARIO

OAKEY'S

The original and only Genuine Preparation for Cleaning Out-letory. 8d. and 1s. Cansisters

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Filnt Cloths and Papers, etc.

Wellington Mills, London, England

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND



THE CUELPH SPRING & AXLE CO. LIMITED

CUELPH, ONT.

LET US COLLECT YOUR OVERDUE ACCOUNTS

During the year we've been in business we've collected a heap of money for our clients. Send us your slow collections, and we'll make your slow-paying customers hustle to pay up.

Send Them in To-day

The Beardwood Agency

313 New York Life Building - MONTREAL

JUST THE THING FOR THE SUMMER HOME



In every situation where connection with a drainage system is impos ible, the

DAISY

Indoor Sanitary Earth Closet

fill's a long-felt want. Being made entirely of metal, except the seat, no odours can permeate it, and it is easily set up.

A line every hardware man should push.

PRICE \$10.00

LIBERAL DIS. OUNT TO THE TRADE.

The Toronto Furnace and Crematory Co., Limited

72 King St. East, - Toronto

Neat

Compact

All Metal

Sanitary

Ventilated

THE WHITE MOP WRINGER COMPANY

offers the Largest Line of Mop Wringers in the World. Latest improvements. Up-to-date. Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue

MADE IN CANADA

WHITE MOP WRINGER CO.

Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively



This Trade Mark Insures Genuineness Originality Perfection Satisfaction



Building Papers FOR ALL PURPOSES

We can give you the best possible value in

Tarred Felt

Roofing Papers

3-Ply Ready Roofing

Coal Tar and Roofing Pitch

P. & B. Cold Storage

Insulating Papers

WRITE US FOR QUOTATIONS ON THESE GOODS.

We want you on our list of customers, if you are not already there.

LOCKERRY & McCOMB, Ltd., 65 Shannon St., Montreal

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



VIEW OF BIRMINGHAM WORKS

**Manufacturers of every description of
BUILDERS' CABINET, FANCY AND
NAVAL BRASS FOUNDRY**

Original Patentees and Manufacturers of
**Cartland Patent Helical, Climax, Adjustable,
and Reliable Door Springs**

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND
Architects' Own Designs and Special Requirements Carefully Executed



The Monitor Acetylene Generator

Canadian
Patent
No. 118,217

*Are you
ready to in-
stall this up-
to-date light-
ing plant?*

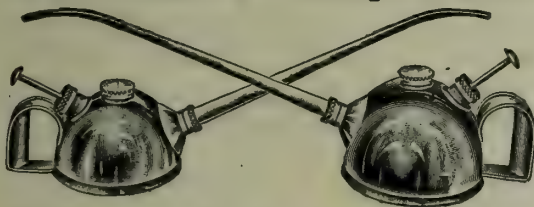
It has been approved by the Canadian Board of Fire Underwriters for installation in any insured building in Canada. Absolute safety, perfect action, uniformity of gas pressure, simplicity, ease and safety of recharging, are features of the "Monitor". The Carbide Feeding Device operates outside and not within, hence cannot possibly form accretions become clogged or encrusted with lime salts, thus cannot go wrong.

Write for Catalogue and particulars.

DEPARTMENT E.

Monitor Manufacturing Company
FREDERICTON, N. B.

Howland's Pump Oilers



**For sale by
all Jobbers
in Canada**

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

The AYLMER



**Branch Pipe Double
Acting Force Pump
fitted for Windmill
or Hand use.**

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - - ONTARIO

Western Representatives:
ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

Compare them with others and with our quality, and we win easily.

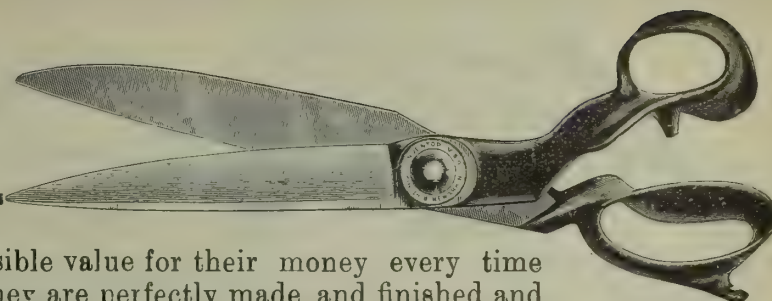
ALEX. McARTHUR & CO., Limited

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

—in 2-lb. bundles, 100c.—in 5-lb. bundles, 250c.—in 10-lb. bundles, 500c.—in 1-lb. hanks, 25c.—in 2-lb. hanks, 50c.—in 5-lb. hanks, 125c.—in 10-lb. hanks, 250c.—packed in casks or cases, 150c.—bagging and papering, 10c

HEINISCH TAILORS' SHEARS



You give your customers the greatest possible value for their money every time you sell a pair of Heinisch Shears. They are perfectly made and finished and have an exceedingly keen cutting edge. Heinisch Shears will give your customers unbounded satisfaction. Sold by all jobbers.

Tailors' Shears, Trimmers, Scissors, Tinnern's Snips.

R. Heinisch's Sons Co., - - - - - Newark, N.J., U.S.A

HAY WIRE IN COILS.
\$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.
From stock, f.o.b. Montreal - 100 lbs. Nos. 4 and 5, \$2.75; 6, 7, 8, \$2.70; 9, \$2.25; 10, \$2.75; 11, 2.80; 12, \$2.40; 13, \$2.50; 14, \$3.10. In car lots straight or mixed.

POULTRY NETTING.
2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE
No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 50c extra; No. 16 gauge, 70c extra. Add 60c. for coppering and \$2 for binning.

Extra net per 100 lb. - Oiled wire 10c., spring wire \$1.35, bright soft drawn 15c., charcoal (extra quality) \$1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb. hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks \$1.

WIRE CLOTH
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING
Galvanized barb. 2 45
Galvanized, plain twist. 2 75
Car lots and less.
Dominion special field fencing, 33½ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, ½, 55; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, ½, 55; 1 inch, \$15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES
Galvanized. 2 85
Plain. 2 60

PAINTS, OILS AND GLASS

BARN PAINT
In barrels, 1-gal. tins. 0 80 0 85
In barrels, 5-gal. tins. 0 80 0 85

BRUSHES
Paint and household, 75 per cent.

BEERWAX
Per lb. 0 40

CHEMICALS.
In casks per lb.

Sulphate of copper (bluestone) 0 07
Litharge, ground 0 05
" flaked 0 95
Green copperas (green vitrol) 0 01
Sugar of lead 0 09

COLORS IN OIL.
Venetian red, 1-lb. tins pure. 0 09
Chrome yellow 0 18
Golden ochre 0 11
French " 0 09
Chrome green 0 11
French permanent green " 0 15
Signwriters' black " 0 17
Marine black, 25 lb. tins. 0 05

GLUE.
French medal. 0 10
German common sheet. 0 10
German prime. 0 15
White pigfoot. 0 15
Brantford medal. 0 10
" brown sheet. 0 10
" golden sheet. 0 13
" gelatine. 0 22
" white gelatine. 0 20
" white glue. 0 12
" 100 grade. 0 10

Brantford all-round glue, ½-lb. packages, 10c.; ¼-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.
Montreal Toronto
Drums, 50 and 100 lbs. 0 19 0 19
Packets, 1-lb., 100 in case 0 21 0 21
" ½-lb., 200 in case 0 23 0 23
Tins, 1-lb., 100 in case 0 22 0 22

PARIS WHITE.

In bbls 0 90

PIGMENTS.

Orange Mineral, casks 0 00
" 100-lb. kegs. 0 09

PREPARED PAINTS.

Per gallon in qt. tins
Sherwin-Williams paints. 1 70
Canada Paint Co.'s pure. 1 60
Globe house paint (Windsor). 1 25
" New Era's house paint (Windsor). 1 25
Bent. Moore Co.'s "Ark" Is d. 1 25
Moore's pure linseed oil, H.C. 1 35
Brandram-Henderson's "English" 1 60
Ramsey's paints, Pure 1 40
" Thistle. 1 10
Martin-Senour 100 p.c. pure. 1 70
Senour's Floor Paints. 1 45
Jamieson's "Crown and Anchor" 1 50
Jamieson's floor enamel. 1 75
Island City pure paints. 1 50
Sanderson Peary's, pure 1 40
Robertson's pure paints. 1 40

PLASTER OF PARIS

Per barrel 2 30

PINE TAR

Half-pint tins, per dozen. 0 60

PUTTY.

Standard.
Bulk in casks 2 20
" 100-lb. drums 2 45
Bladders in bbls 2 70

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt 4 75 4 75
Genuine, 100 lb. kegs. 5 25 5 25
No. 1, casks, per 100 lbs. 4 25 4 25
No. 1, kegs, per 100 lbs. 4 75 4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

Montreal Toronto
Prime white petroleum per gal. 0 13
Water white 0 15
Pratt's astral " 0 17
Castor oil, per lb., in bbls. 0 08 0 09
Motor Gasoline single bbls. 0 17
Benzine, per gal single bbls. 0 15
Turpentine, single barrels. 0 83 0 83
Linseed Oil, " raw. 0 90 0 92
" boiled 0 93 0 95

VARNISHES.

Per gal. cans.
Carriage, No. 1. 1 50
Pale durable body. 3 50
" hard rubbing. 3 00
Finest elastic gearing. 5 00
Elastic Oak. 1 50
Furniture, polishing. 2 00
Furniture, extra. 0 95
" No. 0 80
Light oil finish. 1 35
Gold size japan. 2 00
Turps brown japan. 1 60
No. 1 brown japan. 1 10
Baking black japan. 1 35
No. 1 black japan. 0 55
Benzine black japan. 0 75
Crystal Damar. 2 25
Pure asphaltum. 1 40
Oilcloth. 1 40
Lighting dryer. 0 85
Elastiline varnish. 2 00
Granitine floor varnish. 2 50
Maple Leaf coach enamels. 1 20
Sherwin-Williams' kopal varnish. 2 50
Canada Paint Co.'s white enamel. 3 50
Canada Paint Co.'s sun varnish. 2 00
" Kyanize " Interior Finish. 2 40
" Flint-Lac " coach. 1 80
B.H. Co.'s "Gold Medal" in cases. 2 50
Jamieson's Copalene. 3 50
Flatline floor finish. 3 00
Elastica exterior finish. 4 25

Island City Dreadnought Finish 2 50
C.O. Co.'s Permaite, interior. 2 00
" Herculo, exterior. 2 00
" Reflex, floor. 2 25
" Japanite Dryer 1 25
Stovepipe varnish, ½ pints, per gross 8 00
Pure white shellac varnish, in barrels 1 75
Pure orange " " 1 70
No. 1 orange " " 1 25

WINDOW GLASS

Double Diamond
Size United Star
Inches. \$ 6 25 \$ 6 25
Under 26. 4 65
26 to 40 5 10
41 to 50 5 35
51 to 60 5 75
61 to 70 5 75
71 to 80 6 25
81 to 85 7 00
86 to 90 15 00
91 to 95 17 50
96 to 100 20 50
Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb

Montreal Toronto
Munro's Select Flake White. 6 25 6 40
Elephant Genuine 6 25 6 40
Lily Pure 5 75 5 90
Tiger Pure 5 55 5 70
Monarch (Windsor) 5 50
Essex Genuine (Windsor) 5 50
Brandram's B.B. Genuine 7 00 7 15
" Anchor. 5 50 5 65
Ramsey's Pure Lead 5 50 5 65
Ramsey's Exterior 5 25 5 40
" Crown and Anchor, " pure. 5 75 5 90
Island City pure lead. 5 75 5 90
Sterling C.P. 5 75 5 90
Decorators. 5 25
Sanderson Peary's 5 50 5 65
Robertson's C.P., lead. 5 50 5 65
Decorators' Pure 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL)

Pure, in 25-lb. irons 0 08½
No. 1, " 0 07
No. 2, " 0 05½

WHITING.

Plain, in bbls 0 70
Gilders bolted in barrels. 1 00

HARDWARE

ADZES.

Carpenters', per doz. 12 50 14 00
Plainship, " 18 00 22 00

AXES AND HATCHETS

Single bit, per doz. 6 00 9 00
Double bit " 10 00 12 00
Bench Axes. 6 75 10 00
Broad Axes. 22 75 25 00
Hunters' Axes. 5 00 6 00
" Boys' Axes 5 75 8 50
Lathing hatchets 4 70 10 00
Shingle " 1 45 6 75
Claw " 1 70 5 00
Barrell " 5 50 6 85

ANVILS.

Taylor-Forbes, prospectors 0 05½
Buckworth, per lb. 0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2½ p.c.; B.E. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only: Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1.20, per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits. 30 and 10
Irwin's auger. 47½
Gilmour's auger. 60
Rockford auger. 50 and 10
Gilmour's car. 47½
Clark's expansive. 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

doz. pairs.
stearns wood track 4 50 6 00
Zenith. 9 00
Atlas, steel covered. 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible. 6 50
Double strap hangers, doz. sets. 6 40
Standard jointed hangers, " 6 40
Steel King hangers, " 6 25
Storm King and safety hangers 6 50
" rail. 4 25
Crown. 4 85
Crescent. 6 50
Sovereign. 7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen. 2 25
Defiance, dozen. 2 75
Gem dozen. 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 80, 10 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent t
" " and smaller. 70
" " 7-16 and up.
" " Norway Iron (\$3 list) 60
Machine Bolts, ½ and less 60, 10 and 10
Machine Bolts, 7-16 and up. 60
Plough Bolts 55, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, ½ and less 60 and 10
" " 7-16 and larger 5 and 5
Coach Screws, new list. 75
Nuts, square, all sizes, 40c. per lb. off.
Nuts, hexagon, all sizes, 40c. per lb. off.
Stove Rods, per lb., 5½ to 6c.
Stove Bolts, 80

Winnipeg
Halifax, N.S.

WANT TO BE Aflatware, 42 p o.

Shears that Sell

Are those with an unconditional guarantee behind them—CLAUSS SHEARS. They are made to cut the finest or the heaviest cloth, work easily and quickly, and cut from heel to point. By our Natural Gas Process every Clauss blade has a perfectly tempered edge.

The Clauss line of cutlery is the most complete in the world. Stock up with a good range of Clauss goods. There's good profit in handling this line.

Clauss Shear Company

169 Spadina Ave.
TORONTO



This cut represents our
Ordinary
Straight
Trimmers

FINED WARE.

Discount 40 per cent.
10-qt. flaring sap buckets, 40 per cent.
5, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pits, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.50, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

Boker's	per doz.	11 00
" King Cutter	per doz.	15 00
Hanckel's	per doz.	7 50
Clauss automatic safety	per doz.	37 00
Clauss perfect stropper	per doz.	18 00
Gillette Safety, each	per doz.	8 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety	per doz.	9 80

ROPE AND TWINE.

Sisal rope	per doz.	0 09
Pure Manila rope	per doz.	0 10
"British" Manila	per doz.	0 09
Cotton, 3-16 inch and larger	per doz.	0 24
Russia Deep Sea	per doz.	0 16
Jute	per doz.	0 08
Lath Yarn, single	per doz.	0 08
" double	per doz.	0 08
Sisal bed cord, 48 feet	per doz.	0 65
" 60 feet	per doz.	0 80
" 74 feet	per doz.	0 95

Cotton clothes line, 27½ off.
Bag, Russian twine, per lb. 0 27
Wrapping, cotton, 3-ply twine 0 26
" 4-ply twine 0 30
Mattress twine per lb. 0 38
Staging " 0 27

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages 1c. per lb.; ½-lb. packages 3c. per lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 feet, doz. 1 15
Ivory, No. 1232, 2 foot, each 3 50

SAD IRONS.

Mrs. Fotts, No. 55, polished	per set	0 75
" No. 55, nickel-plated	"	0 80
" handle, japaned, per gross		8 40
Common, plain	per gross	4 25
" plated	per gross	5 50
Asbestos, per set		1 50

SAND AND EMBRY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb. 3 80
Solid, 3 to 30 lbs. 1 40

SASH CORD.

No. 8, per lb. 0 84

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Diston's Hand, 15 per cent.
Minards Hand, 15 per cent.

SAW IRON.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

Common doors, 2 or 3 panel, walnut stained, 4-in. style	Doz	7 80
Common doors, 2 or 3 panel, grained only, 4-in. style	Doz	8 10
Beaver window screens, 14x18, open 2½ inches	Doz	1 60
Perfection window screens, 14x15, open 2½ inches	Doz	1 80
Model window screens, 14x22, open 3½ inches	Doz	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne—Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelleu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SMATHS.

Canadian, 40 per cent.

SCREWS.

Wood, F.H., bright and steel	Percent	85 and 10
" R.H., bright		80 and 10
" F.H., brass		75 and 10
" R.H., brass		70 and 10
" F.H., bronze		70 and 10
" R.H., bronze		65 and 10
Drive screws		85 and 10
Set, case hardened		60
Square cap		50 and 05
Hexagon cap		45
Bench, wood, per doz.		\$5 00
" iron, per doz.		4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's per doz. 0 65 1 00
North Bros., No. 30 per doz. 16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Baker, hockey 300 upwards; spring, Empire hockey sticks, \$3.00, \$3.50.
Mcmac and Rex sticks, \$4.00, \$6.00.
Pucks - net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;
No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Diston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. \$2 85

SNAPS.

Harness, 35 per cent

SOLDERING IRONS

Base, per lb., 25 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retained, 75 and 12½ per cent.

SAF SPOUTS.

Bronzed iron with hooks per 1,000 7 50
Eureka tinned steel, hooks 8 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Bright spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch	7 50
Neatstable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common	per doz.	1 22
7-inch	"	1 35
Polished, 150 per dozen extra		
Thimbles, 70 p.c.		

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCOTCH.

Washita	per lb.	0 35	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	0 10	0 10
Deer Creek	"	0 10	0 10
Deerlick	"	0 25	0 15
" Axe	"	0 15	0 15
Lily white	"	0 42	0 42
Arkansas	"	0 10	0 10
Water-of-Ayr	"	0 10	0 10
Scythe	per gross	3 50	5 00
Grind, 40 to 200 lb. per ton		20 00	22 00
under 40 lb.		24 00	
300 lb. and over		28 00	

TACKS, BRADS, ETC.

Carpet tacks, blue, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blue, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blue and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 80; brush, blue and tinned, bulk, 70 and 10; Swedes, blue, blue, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blue, 65 and 10; clout nails, blue and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; line finishing, 40 and 10; lining tacks, in papers, solid; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch poi shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINER.

Universal, as skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 364, 66 ft., each	3 50
Chesterman's linen, No. 1823, 66 ft. ea.	1 1r
" Metallic, No. 1821	1 95
" Steel, No. 1840, 60 feet	4 20

TROWELS.

Diston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMING.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Onsida Jump (Star), 50, 10 and 5 per cent.
TRAPS (RAT AND MOUSE) Doz
Out O' Sight Mouse Traps 0 60
Hinged pipe vise, 25 lbs. 3 55
Easy Set Mouse 0 45
" Rat 0 95
Blizzard Mouse Traps 0 45
" Rat Traps 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers 0 80

VICES

Per pound 0 12 0 12½
Hinged pipe vise, 25 lbs. 3 55
Saw vise 4 50 5 00
Blacksmith's, 60; parallel, 45 per cent.

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square	77 50
Dowdell	49 75
New Century, Style A	93 75
Ideal Power	165 00
Daisy	67 50
Puritan	74 00
Sturkenson	165 00
Puritan Motor	48 75
Connor, improved	51 25
Ottawa	108 75
Connor Ball Bearing	173 50
Connor Gearless Motor Washer	20 per cent.

WRINGERS

Royal Canadian, 11 in., doz.	46 25
Improved Royal Canadian, 11 in.	48 75
Eze, 10 in., per doz	47 25
Bicycle, 11 inch	58 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 in.	49 75
Ottawa, 3 year, 11 in.	56 00
Favorite, 5 year, 1 in.	57 60

WHEELBARROWS

Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neckyokes, 36 in.	1 65
" " doubletrees, 40 in.	0 95
" " lumbermen's, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHER

Canadian, 50 per cent.

HARDWARE AND METAL

Locks, Knobs, Escutcheons, etc
Corbin Cabinet Lock Co., New Britain, Conn.

National Hardware Co., Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.

Canadian Logging Tool Co., Sault Ste Marie, Ont.
Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.

McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.
Lion Metal Co., Montreal
Clare, Little & Co. Saskatoon, Sask

Metals.

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co. Montreal.

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Mining Drills

Wm. Jessop & Sons, Sheffield, Eng.

Mop Wringers.

White Mop Wringer Co., Fultonville, N. Y.

Nails Wire

Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
Jas. Pender & Co., Ltd., St. John, N.B.
United States Steel Products Export Co., Montreal.

Wires

Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.
Maple City Mfg. Co., Monmouth, Ill.

Oil Stones.

Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Dennnis Wire & Iron Co., London, Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks

Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps

J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.

Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Engl
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co. Toronto.
Pilkington Bros., Ltd., Montreal
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green

Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.

Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.

The Paris Plow Co., Paris, Ont

Portland Cement.

Thompson B. & S. H. & Co., Montreal.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.

Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Reaper and Mower Supplies

Thos. Garfitt & Son

Registers

The Canadian Ferrosteel Co., Bridgeburg, Ont.
Hart & Cooley Co., New Britain, Conn
A. Welch & Son, Toronto.

Rivets

Canada Screw Co., Hamilton, Ont.
Montreal Rolling Mills Co., Montreal.
Parmenter & Bulloch Co., Gananoque

Roofing Supplies.

Brantford Roofing Co., Brantford.
Barber Asphalt Co., Philadelphia
Winnipeg Paint & Glass Co., Winnipeg
United Roofing & Mfg. Co., Philadelphia, Pa.
Lockerby & McComb, Montreal
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.

Metallic Roofing Co., Toronto.

Rubber Stamps

Hamilton Stamp and Stencil Works, Hamilton

Rules and Gauges

Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.

Atkins, E. C., & Co., Indianapolis, Ind
Dieston, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.

Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.

Canada Screw Co., Hamilton, Ont
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.

Clauss Shear Co., Toronto.
R. Heinish's Sons Co., Newark, N.J

Shaft Splice

Hercules Shaft Splice Co., Stratford, Ont

Shovels and Spades.

Frothingham & Workman, Montreal.

Signs

J. E. Richardson & Co., Toronto

Silverware.

McGlashan, Clarke Co., Niagara Falls.

Snaps

Covert Mfg. Co., Troy, N. Y.

Sprayers

Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Stamped Metal Plates

Hamilton Stamp and Stencil Works, Hamilton

Steel—Cold Rolled Strip.

Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.

U.S. Steel Products Export Co., Montreal

Steel Stamps

Hamilton Stamp and Stencil Works, Hamilton

Stencils

Hamilton Stamp and Stencil Works, Hamilton

McClary's, London, Ont.

Kemp Mfg. Co., Toronto

E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces

Burrow, Stewart & Milne Co., Hamilton

W J Copp, Son & Co, Fort William, Ont
Canadian Heating & Ventilating Co. Owen Sound.

Davidson, Thos., Mfg. Co., Montreal.

Gurney-Foundry Co., Toronto.

McClary's, London, Ont.

Pease Foundry Co., Toronto.

Jas Smart Mfg Co, Ltd, Brockville, Ont

Stove Repairs

Jones Bros., Toronto

Structural Steel.

The Hamilton Bridge Works Co, Ltd, Hamilton, Ont

Tackle Blocks

Boston and Lockport Block Co., East Boston, Mass.

Tacks.

Montreal Rolling Mills Co., Montreal.

Canada Screw Co, Hamilton

U.S. Steel Products Export Co., Montreal

Tapes.

Lufkin Rule Co., Windsor, Ont

Jas. Chesterman & Co., Sheffield Eng.

tin Plate.

A. C. Leslie & Co., Montreal

Toe Calks

Jas. Pender & Co., Ltd., St. John, N.B.

Tools—All Kinds.

Wm. Jessop & Sons, Sheffield, Eng.

Trade Checks

Hamilton Stamp and Stencil Works, Hamilton

Trucks.

Aylmer Pump & Scale Co., Aylmer, Ont

Geo D. Pearson & Co., Montreal

Ventilators.

Harris, J. W., Co., Montreal.

Geo D. Pearson & Co., Montreal

Washing Machines, etc

J. H. Connor & Son., Ottawa, Ont.

Dowdell Mfg. Co., Hamilton, Ont.

D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's.

Woodstock Wagon Co., Woodstock

Wholesale Hardware.

Caverhill, Learmont & Co., Montreal.

Frothingham & Workman, Ltd Montreal

Howland, H. S., Sons & Co., Toronto.

Lewis Bros. & Co., Montreal.

Wm Stairs Son & Morrow Co., Halifax

Wire Clutch Nails

J. N. Warminton, Montreal

Wire Goods

Canadian Sales and Mfg. Co.

Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery

Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Woodenware

Wm. Cane & Son, Newmarket

WELL KNOWN BRANDS MADE IN CANADA BY

AMERICAN

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KEARNEY and
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GLOBE

EAGLE

GREAT
WESTERN

J. B. SMITH

Dominion Works, Port Hope, Ont.

When ordering your Spring requirements in

**WIRE NAILS and
OILED AND ANNEALED WIRE**

Specify for the products of

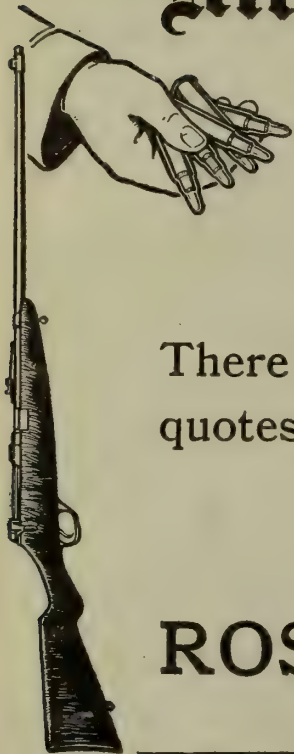
**THE LAIDLAW BALE-TIE CO., HAMILTON
ONTARIO**

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The Ross Rifle

Despite all *opposition*, ROSS RIFLES, both Military and Sporting, are winning prizes and doing the work they are built to do.



Dealers who do not handle Ross Rifles are simply neglecting a business opportunity.

There is a good margin for you, and the factory never quotes trade discounts except to the legitimate trade.

Write for catalogue and discounts.

ROSS RIFLE CO., Quebec, P.Q.



Jobbers

When you see this Trade Mark on a package the contents are the best of their kind. The quality of our

STOVE and TIRE BOLTS; BRIGHT WIRE GOODS

Wood and Machine Screws; Wire Nails; Iron, Brass and Copper Rivets and Burrs; Tacks (all kinds); Staples; Corrugated Fasteners: Sink and Sleigh Shoe Bolts; Wire—Bright Coppered, Tinned, in coils or cut to lengths, etc., is unsurpassed and uniform.

All jobbers supply our goods

Canada Screw Company, Limited


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HAMILTON

MONTREAL

KERR'S GLOBE AND GATE VALVES

STRICTLY
HIGH GRADE.
TESTED &
PACKED



THE KERR ENGINE CO. LIMITED

VALVE AND HYDRANT MANUFACTURERS
WALKERVILLE, ONT.

YOU CAN'T GET

away from the fact that in every department of your store it pays best to handle **quality goods.**

STILL'S AXE HANDLES

of the famous Gilmour pattern lead in the way of quality, shape, balance and finish.

Send for Quotations.

J. H. Still Mfg. Co., Ltd.

ST. THOMAS - ONTARIO

RELIABLE—DURABLE—SAFE

You will be catering successfully for the local builders' lock requirements, if you handle a full range of our Rim and Mortise Locks, and of Inside, Front and Store Door Sets. They are unequalled at any price.

The Peterborough Lock Manufacturing Company, Ltd.

Peterborough, Ontario



Cylinder Night Latch, No. 103



LUFKIN MEASURING TAPES

Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

LUFKIN RULE CO., of Canada, Ltd.

Windsor, Ont.

London Office and Warehouse—24 and 26 Holborn.

For sale by ALL PROMINENT CANADIAN HARDWARE JOBBERS.

Est. 1868.

Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

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Twelve

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**International Expositions
Special Prize**

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Nothing to equal them
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**THE CUTTA PERCHA & RUBBER MFG. CO.
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**Coloured and Fancy Glass
Chances' Figured Rolled----
Muffled----and Cathedral
Glass**

**Rough Rolled and Ribbed Glass
Wire Glass**

**Belgian Polished Plate Glass
Antique Glass**

We are prepared to name you low prices and discounts on your requirements; write us with your specifications.

B. & S.H. THOMPSON & CO., LTD.

381-383 St. Paul Street

MONTREAL, P.Q.



DELTA FILE WORKS

CARVER FILE CO.
PHILADELPHIA, PA.

An Independent organization not connected with the trust in any form, shape or manner.



The Highest Grade File Made
The File You Will Eventually Buy

**BE FILE Particular
AND USE**

DELTA FILES

THERE IS A REASON

Absolutely Crucible Steel Used; Highest Grade of Skilled Labor Employed; Consequently, Longer Life and Greater Efficiency, and Economy to the User.

CARVER FILE COMPANY DELTA FILE WORKS Philadelphia, Pa., U.S.A.

AN INDEPENDENT ORGANIZATION NOT CONNECTED WITH THE TRUST IN ANY FORM, SHAPE OR MANNER

HARDWARE AND METAL

Published Weekly by

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NO. 26

EMERSON'S

TRADE MARKS
THE MURRAY
THE INVICTA
EL DORADO
CAMBRIDGE & CO.
ENGLAND
SHEFFIELD

CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

CUTLERY.

For Sale By Leading Wholesale Houses.

"Globe"

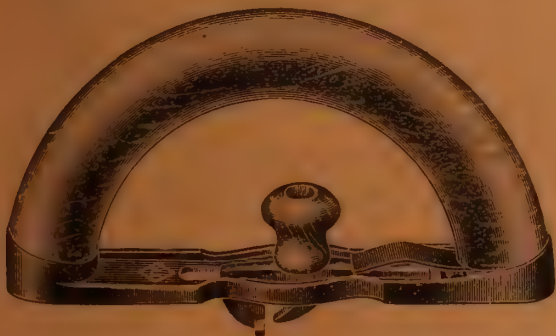
BLACK SHEETS

Unsurpassed for all ordinary work.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Ltd.
Montreal
Managers Canadian Branch

IT PAYS YOU BEST TO SELL THIS
"MALLEABLE" IRON HANDLE



It is, by long odds, the best handle for Potts' Sad Irons made. It is an unbreakable malleable iron casting combined with apple-wood and will give your customers longer service than any other handle on the market.

Like all Taylor-Forbes lines, this handle is guaranteed flawless in workmanship and finish.

Ask your jobber for Taylor-Forbes Hardware Specialties

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS

Guelph

Ontario

TAYLOR-FORBES CO., Limited, 246 Craig St. West, MONTREAL

H. G. ROGERS, 53½ Dock St., ST. JOHN, N.B.

W. A. MACLENNAN, VANCOUVER, B.C.

J. B. H. RICKABY, VICTORIA, B.C.

HARRY F. MOULDEN, Travellers Building, WINNIPEG, MAN.

CANADIAN UNITED MANUFACTURERS AGENCY, LONDON, ENGLAND

THIS NEW "GILLETTE Depot" Sign

Means Business for YOU

It is new—different—better—one of the handsomest and most effective signs you have ever seen. It is 15 inches in diameter, made of heavy metal, lithographed on both sides in 4 colors, with a striking blue back-ground, and weatherproof.

Can be screwed or nailed in a minute to store-front, window or door frame, pillar, wall or any upright surface, to suit your store and civic by-laws. Special style made to fasten flat on wall or panel.

The man who gets past the store without seeing it is blind or in a daze.

Our newspaper and magazine advertising has thoroughly educated Canadians up to the "GILLETTE" idea. We shall now emphasize more particularly the "GILLETTE

Depot" idea. In other words, we are going to say less about the razor and more about this sign for a time at least. We have already convinced men that they need a GILLETTE—now we are going to **point them straight to the GILLETTE stores, where this sign is up.**

They'll find this "Depot" Sign **somewhere** in your town—will it be on **your** store?

Put up the sign—we'll send you the prospective buyers—and it will be up to you to close the business.

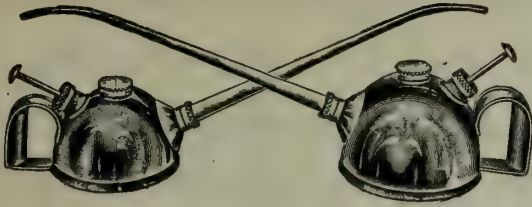
Better write us right away for a new "Depot" sign. It's worth while to be first.

If you want the sign to fasten flat to the wall mention it particularly.

Gillette Safety Razor Co. of Canada, Limited
Office and Factory—63 St. Alexander St., Montreal



Howland's Pump Oilers



For sale by
all Jobbers
in Canada

A slight pressure
of the plunger
pumps the oil to
the bearings.



Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.

YOU CAN'T GET

away from the fact that in
every department of your store
it pays best to handle **quality
goods.**

STILL'S AXE HANDLES

of the famous Gilmour pat-
tern lead in the way of quality,
shape, balance and finish.

Send for Quotations.

J. H. Still Mfg. Co., Ltd.

ST. THOMAS - ONTARIO



And have sold successfully for
nearly a quarter of a Century.
They are well advertised from
season to season, are in demand
and satisfactory to dealer and user.

They are not an experiment, on
which you waste time and profits,
but perfect in every detail, placing them in the front line of standard
goods. They bring trade and help you keep it. **ORDER NOW.**

Here are Three

FREEZERS

THAT SELL



SOLD BY LEADING JOBBERS

NORTH BROS. MFG. CO.

Philadelphia, Pa.



"A good reputation in business goes hand in hand with profit. To tamper with one means the loss of the other."

*The Philosopher of
Metal Town*

The Superior Quality, the Perfect Construction and Expert Workmanship of

"METALLIC" BUILDING MATERIALS

have been **PROVEN** by a twenty-five year **ACTUAL** wear and **TEAR TEST**—the best assurance of satisfied, permanent customers.

Mr. Hardware Dealer—these are the goods it pays to handle.

They insure reputation and profit.

"EASTLAKE" Steel Shingles
"METALLIC" House and Barn Siding
Steel Ventilators and Skylights
Corrugated Iron—painted or galvanized

"METALLIC" Ceilings and Walls
"METALLIC" Cornices and Finials
Eavetrough and Conductor Pipe
Fireproof Doors and Windows

Send for Illustrated Price List No. 4

MANUFACTURERS



2404

THE "CHRISTY" SAFETY RAZOR

British Manufacture Throughout

THERE IS
A
Good Margin

IN THIS
FOR
Hardwaremen

ASK FOR
Trade Discounts



Complete in Case,
WITH
Six Sheffield
Steel Blades,
Strop-Holder,
and Strop.

RETAIL PRICE :
\$1.50

The "CHRISTY" Outfit.

Manufactured by **Christy Safety Razor Co., Ltd.,** 147, Queen Victoria Street,
LONDON, ENGLAND.

DO YOU STOCK Gillette Safety Razors?

If you don't you are missing an opportunity of making an Easy Dollar.

You can sell them without talk or expense.

Your customer knows what he wants, he also knows the price. Why waste your time in trying to sell something "just as good?" There is nothing just as good and you cannot sell them at half the price.

On another page you will see Gillette's Depot sign ad.



Every merchant that stocks Gillette's Razors should have one of these.

They are most attractive and will assist you in making sales. We stock Gillette's full line and will supply one of these signs with every order.

LEWIS BROS., LIMITED

Address all correspondence to **MONTREAL**

TORONTO

OTTAWA

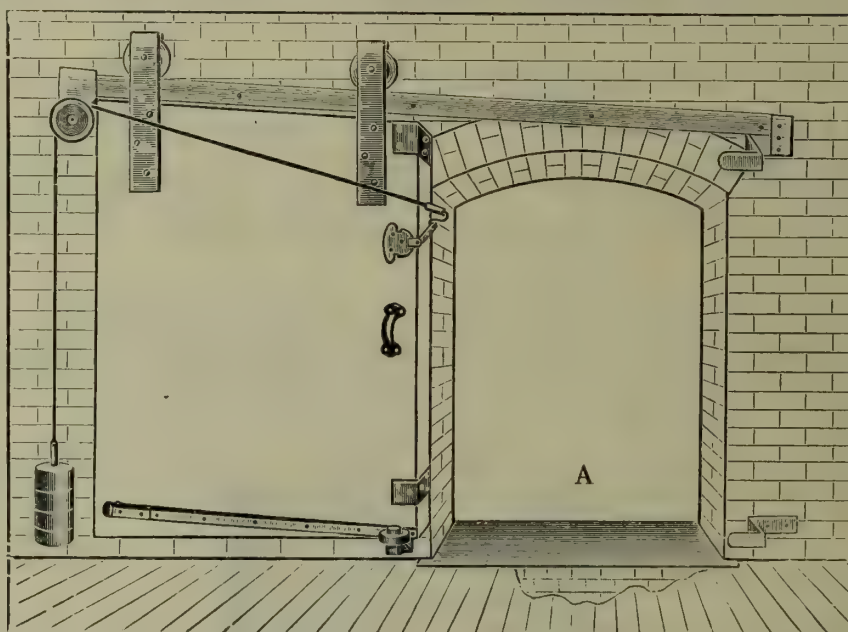
VANCOUVER

AUTOMATIC ROLLER-BEARING FIRE DOOR FIXTURES

If you have an inquiry for Fire Door Fixtures do not say you cannot supply, but write us, we will be pleased to quote you prices.

Best sellers on the market, increase your sales.

**Made
from
the best
of
material.
Good
money
makers.**



**They
satisfy
the
architect
the
builder
and the
owner.**

Approved by the Canadian Fire Underwriters' Association

The fixtures are constructed to meet the very vigorous requirements of the Fire Underwriters. Everything is fastened to brick work, no parts are attached to wood which may burn. The parts are heavy and will retain strength to do their work even under great heat.

We ship promptly. Write for prices. Ask our Travellers about this line. We ship promptly.



FROTHINGHAM & WORKMAN, Ltd.

Wholesale Hardware and Iron Merchants

Montreal

:

:

:

:

:

Canada





VULCAN "BIJAW"

Chain Pipe Wrenches

Have a Reserve of Good Teeth

Pipe Wrenches are expected to stand almost anything in the way of abuse.

VULCAN BIJAWS will stand the heaviest work and even most kinds of abuse. Central swing of chain. Tool is always right side up. Reversible Jaws insure double life of wrench. Jaws will not spread when working.

No.	30	31	33	33½
CAPACITY SIZE PIPE }	1/8" to 3/4"	1/8" to 1½"	3/4" to 4"	1" to 6"
Breaking Strain .	1,200	4,000	10,500	12,500 lbs.

Vulcan Chain Pipe Vises

Just a handful, yet made for exacting service. All wrought steel, unbreakable, compact.

Rapid in Action.

Will take Pipe 1/8 in. to 4 in.

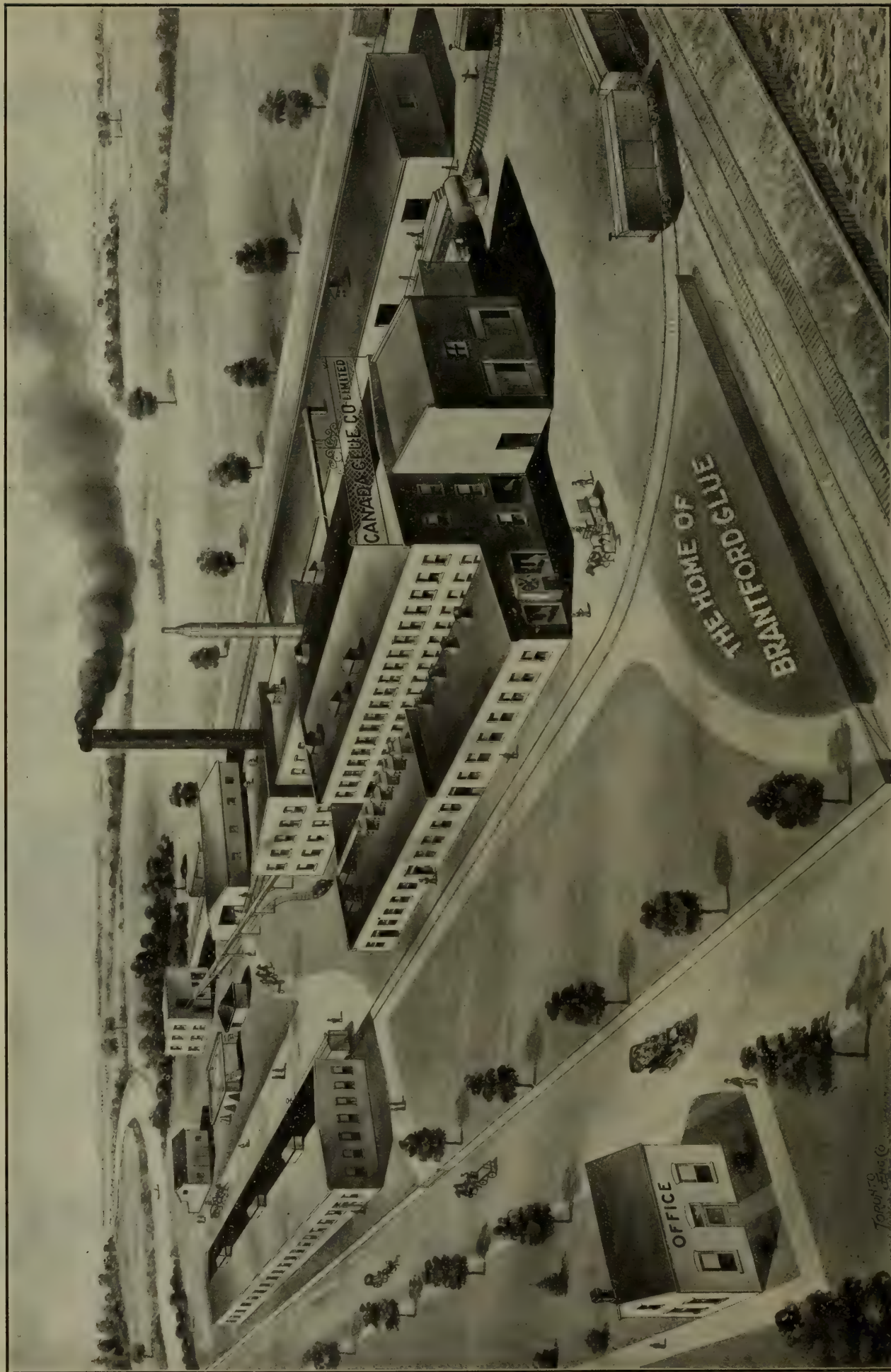


WHOLESALE DISTRIBUTORS

Caverhill Searmont & Co

MONTREAL and WINNIPEG

BRANTFORD ALL-AROUND GLUE IS A PRODUCT OF THESE WORKS



Toronto Glue Co.

Joseph Elliot & Sons' Cutlery



A good selling line for the wedding season and one that you can safely recommend. Its superior quality and finish recommend it wherever introduced, and nothing could possibly be more appropriate for wedding gifts. This Cutlery has gained a world-wide reputation, because of intrinsic merit, and, judging by the steadily growing demand, it has the faculty of giving good satisfaction.

We're ready with assortment enough to insure immediate shipment. Make it a point to feature this line, and advise us promptly of anything special that may be wanted.

H. S. Howland, Sons & Co., Limited
Wholesale Hardware

TORONTO

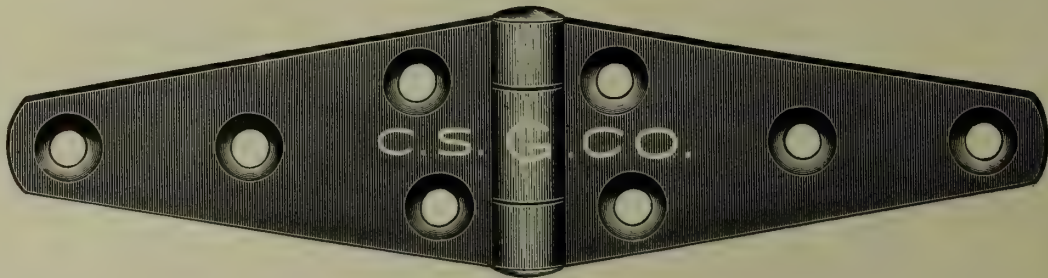
We Ship Promptly

Our Prices are Right

Graham Nails are the Best.

"SOME CLASS"

TO HINGES LIKE THESE



A Hinge of Superior Finish and Workmanship
that positively will not bind at the joint.

Sold by all Leading Wholesale Hardware Houses.

CANADA STEEL GOODS CO., Limited

HAMILTON

MANUFACTURERS

CANADA

Seasonable Goods

Water Coolers
with or without Carbon
Filters



Nicely Japanned in
attractive colors and
ornamented.

PLATED FAUCETS

We can supply them in
the following sizes:

Without Filter

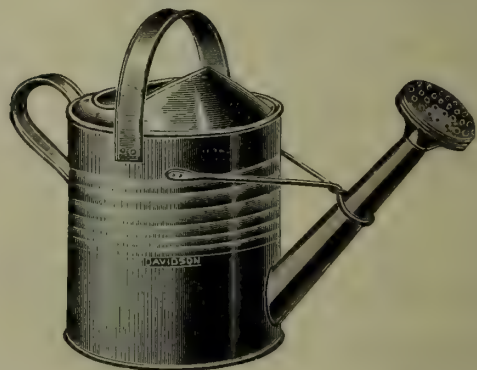
Gallons: 2, 3, 4, 6, 10, 15

With Filter

Gallons: 3, 4, 6, 10

Each Cooler carefully
packed in a separate case
—which assures delivery
in perfect condition.

Sprinklers



Japanned in Bright Green with
Patent Cleanable Rose

7 Sizes. Quarts, 1, 2, 3, 6, 10, 14, 16

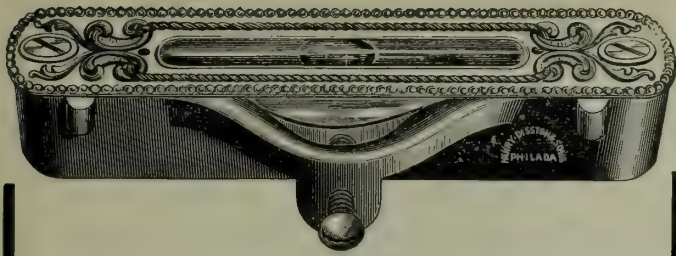
GALVANIZED

Very Strong and Made to Last

3 Sizes, Quarts 10, 16, 20.

Write for Prices

THE THOS. DAVIDSON MFG. CO., Limited, Montreal and Winnipeg



**DISSTON LEVELS AND
DISSTON SQUARES---like
all Disston Products---are
Distinctive.**

The wood is first-quality stock,
well-seasoned and accurately fin-
ished. Vials are of the finest flint
glass. The liquid cannot freeze.
The "bubble" is unerring to the
slightest variation.

Particular workmen the world
over use **DISSTON LEVELS** and
DISSTON SQUARES.

From every point of view, they
are the best it is possible to buy.

YOU want the best---no doubt
about that.

If you are unable to obtain the
DISSTON BRAND,
write us and we will see that you
are properly supplied.

HENRY DISSTON & SONS
INCORPORATED

Keystone Saw, Tool, Steel and File Works
PHILADELPHIA, Pa., U.S.A.

BRANCHES:

Chicago, Cincinnati, Boston, New Orleans, Memphis, San
Francisco, Seattle, Portland, Spokane, Vancouver, Toronto.

Get Our Success- Winning Co-operation Plans for Retailers

The retailer who acts as a Brantford Roofing Agent has a powerful
selling organization behind him.

This organization finds "prospects" through its big advertising
campaigns. Then it co-operates with the dealers to turn the
"prospects" into "buyers" of

"Brantford" **"Roofing"**

Write to-day and ask us for full information about these
co-operation plans. Their completeness will surprise you. They are
success-winning. They will increase your roofing business.

Brantford Roofing Co., Ltd.
BRANTFORD, CANADA

Montreal Branch—9 Place D'Youville
Winnipeg Agents—General Supply Co. of Canada, Limited

Less effort and better results

are two features which recommend the

Connor **High-Speed Washer**

to the busy housewife.

Accidents cannot happen while using it, as
all cog-gearing is enclosed, and it is the only
machine with foot-power attachment.

The fly-wheel which gives the power and
speed is placed immediately below tub, and
runs on double ball bearings.

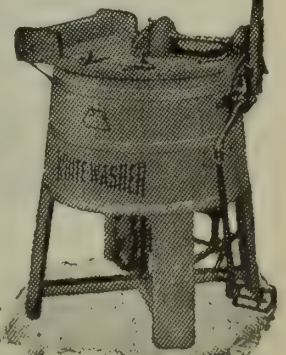
The trade will find the "HIGH
SPEED" not only the best washer
but the best selling machine on
the market.

Send for booklet and prices.

J. H. CONNER & SON
LIMITED

OTTAWA, CANADA

We are willing to give exclusive control of
this machine, in unrepresented districts, to
live dealers.



Where

GREENER GUNS

Are Made



VIEW ROOM

THE HOME
OF THE GUN
TRADE.



EXTERIOR
VIEW OF
FACTORY

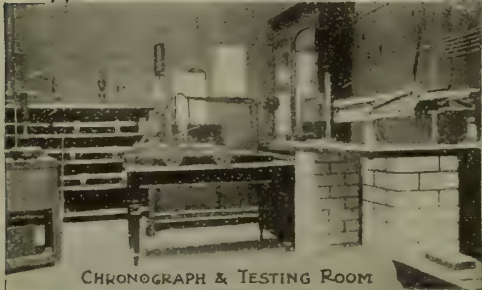


BARREL
BORING
SHOP

THE LARGEST &
MOST COMPLETE
SPORTING GUN
FACTORY
IN THE WORLD



BIRDS EYE VIEW OF W.W. GREENER'S
FACTORY - ST MARK'S SQUARE - LUTELYAN ST - BATH ST
BIRMINGHAM, ENGLAND.



CHRONOGRAPH & TESTING ROOM



ACTION
FILING
SHOP



GUN
ROOM



BARREL
FILING
SHOP



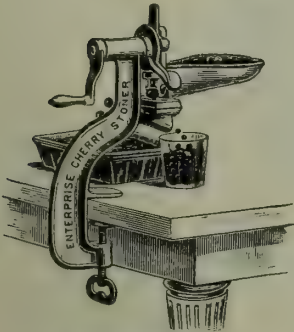
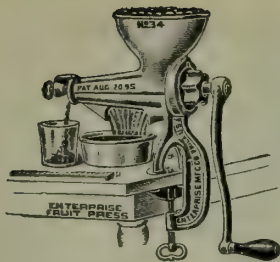
MILITARY
STOCK &
TURNING
SHOP

WRITE TO WHOLESALE DEPOTS FOR CATALOG.

63 and 65 Beaver Hall Hill,
44 Cortlandt Street,

Montreal, P.Q.
New York, U. S. A.

CHEER UP!



Cherry season brings brisk business to the dealer who shows

"Enterprise" Cherry Stoners

Make your stock complete *now*—foresight is better than hindsight. For a quarter of a century the demand has increased year by year for "Enterprise" Specialties—they are as staple as wire nails. You can't make a mistake by having "Enterprise" Cherry Stoners ready for the first woman who rushes in to get one while her cherries wait. You will surely make a mistake if you don't *stock up*. And while you are about it, see that you have also the "Enterprise" Fruit, Wine and Jelly Presses.

The Enterprise Manufacturing Company of Pa.

Philadelphia, U.S.A.

21 Murray Street, New York.

544 Van Ness Avenue, San Francisco

Also makers of the famous "Enterprise" Meat and Food Choppers; Rapid Grinding and Pulverizing Mills; Sausage Stuffers and Lard Presses; Bone, Shell and Corn Mills; Cold Handle Sad Irons Raisin and Grape Seeders; Self-Priming and Measuring Pumps; etc.

The "Crown" Patent Lock All Round Shingle

locks perfectly top and bottom with nailing flange. Has free open side gutter with nailing flange and cannot be closed by use or accident. Money saved by using the fastest laid shingle on the market. Made of best galvanised iron, and can't rot like wood or crack like slate. Never leaks and never needs repairs.

We need a live agent for "Crown" Shingles in every city and town.

Patented

April
18th.
1909

Write for catalogue, price list
and free samples.



McFarlane & Douglas,
LIMITED

OTTAWA, - - - Canada

It Pays to Sell CANE'S Washboards

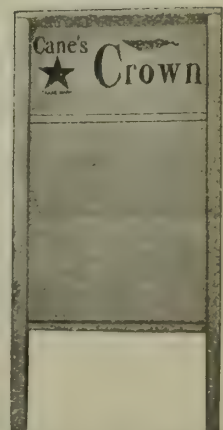
because they are the best-made washboards on the market and are as good as washboards can possibly be made.

Made in ten different styles and grades to suit every class of demand.

These goods are rapid and constant sellers everywhere and never fail to please the women.

Ask your jobber for Cane's Woodenware.

The Wm. Cane & Sons Co., Limited
NEWMARKET, ONT.





**ALLAN HILLS
SHEFFIELD STEEL
ADZES**

are of the quality that makes pleased customers. Warranted flawless in quality, shape and finish. Sold by all jobbers.

Allan Hills Edge Tool Co., Ltd.
Galt, - - - - - Ontario

HARDWARE MEN

Here's a splendid
line.
There's money
for you
in handling



HARRIS
HEAVY
PRESSURE
BEARING
METAL

The best Babbitt Metal on the market for all ordinary
machine work.

WRITE FOR DESCRIPTIVE CIRCULAR AND PRICES.

The Canada Metal Company, Limited - - - **Toronto**

YOUR FURNACE CUSTOMER

WILL SURELY ENQUIRE

WHAT ABOUT HUMIDITY?

He knows, and so do you, that it is a vital feature in heating. He will also know all about the "Good Cheer" Circle Waterpan—our advertising will put him wise to that.

It will be but a very lame argument that you can make in defence of that diminutive waterpan in the furnace you have been handling.

Is Humidity Necessary? Read This

EXTRACT FROM CIRCULAR NO. 20, ISSUED BY DEPARTMENT OF PUBLIC HEALTH OF PROVINCE OF NOVA SCOTIA. DR. A. P. REID, CHIEF HEALTH OFFICER:

"The air, if dryer than normal, is more avid of moisture—evaporates more water from the mucous membrane of the respiratory passages and proportionally cools the lungs too much. This causes a sense of chilliness that we try to correct by raising the surrounding temperature, and in so far we intensify the evil.

"There is a greater strain on the vital powers to overcome this abnormality with as a result a weakening of the vitality of the air passages and their greater liability to succumb to any disease-producing germ that may be present, and as these are always in evidence, as a result, we have the respiratory (house) diseases—common cold, tonsilitis, grippe, pneumonia, tuberculosis—just as the presense of these agencies predominate and the power of resistance of the individual is lowered, either by inherent or acquired weakness, or by continued exposure to the disease-producing agency.

The more I think of these conditions, the more my wonder is, not that we suffer under disease, but that we get off as well as we do.

It simply means that abnormal atmosphere very very far more than anything else is the factor in disease and death, and that the germs, microbes and all that ilk are only contributory agencies and could be left out of account if we breathed normal air.

To conceive of the large amount of water needed to satisfy the air at a moderately warm temperature, look at the gallons of water evaporated daily in every kitchen, and even there there is never too much moisture present.

There is another and a financial reason that might stimulate us to a change in our habits—a moist atmosphere does not chill the lungs and more heat being retained in the body, it requires less surrounding it, and it is safe to say that 25 per cent. of our fuel could be saved, and this with added comfort."



The "GOOD CHEER"

CIRCLE WATERPAN FURNACE

ALONE CONFORMS TO THE PHYSICIAN'S
STANDARD OF HUMIDITY REQUIREMENTS

Get posted on this important subject by reading our booklet on "Humidity and Humanity"—it's yours for the asking.

The James Stewart Mfg. Co., Limited, Woodstock, Ont.

Western Branch:—156 Lombard Street, Winnipeg, Man.

DISTRIBUTING AGENCIES:—McLennan, McFeely & Co.,
Vancouver. B. C.

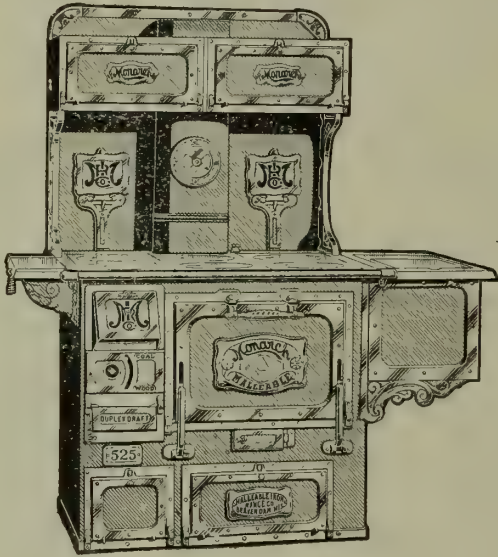
Wood, Vallance Hardware Co.,
Nelson, B.C.

Ross Bros., Limited
Edmonton, Alta.

Monarch

MALLEABLE

The "Stay Satisfactory" Range



MONARCH Ranges are built of Malleable Iron, because it is **stronger** and **tougher** and stands more abuse than common cast iron.

All joints and seams are **riveted** onto malleable iron frames.

A riveted joint always stays **tight**—there is no stove putty to fall out—no castings to crack.

You can send a **MONARCH** Range out of your store, feeling sure that it will make a **satisfied** customer—in short, that it will "Stay Satisfactory."

The ranges we built and sold ten years ago are still giving good service—they are the best assets of our business to-day.

You can now secure
MONARCH Ranges
direct through our
own representatives.

We are looking for live dealers in all parts of Canada to take up and carry the exclusive sale of **MONARCH** Malleable Ranges in the territory they represent.

In your taking the **MONARCH** Agency you will have our personal co-operation in developing your territory on the same plan that has made the wonderful success of **MONARCH** Ranges in the States.

When you sell **MONARCH** Ranges you are building future business. We can show you with actual proofs how we can bring your sales into higher levels than you've ever had before.

All shipments are made direct from Canadian warehouses. Write us at once for our No. 10 catalog, with prices quoted F. O. B. Winnipeg. Let us show you how "Our Plan of Assistance" will increase your range business with better profits.

MALLEABLE IRON RANGE CO.

Beaver Dam, Wisconsin

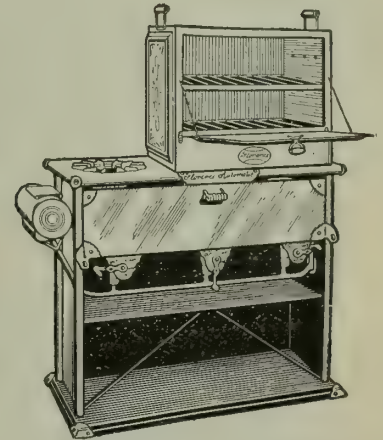
WE HAVE MODEL, ICEBERG and LEONARD Refrigerators



Iceberg Refrigerator

also White Mountain Freezers

We carry two
of the best lines
of Oil Stoves, viz.
Florence Auto-
matic and Model.



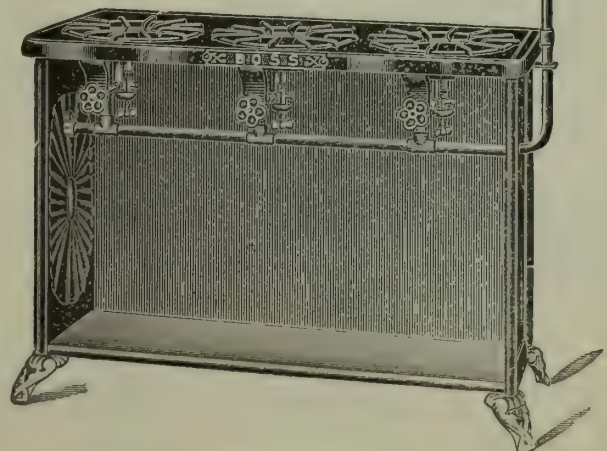
Florence Automatic Oil Stove
and Oven.

Also two high-class
lines of Gasoline
Stoves: Ideal and Boss. We have ovens
in all sizes for these stoves, and can ship
promptly. Does that appeal to you?

Our stock of Summer Cooking Special-
ties is complete and we have issued a
booklet describing them,
if you have not received
one yet let us know.

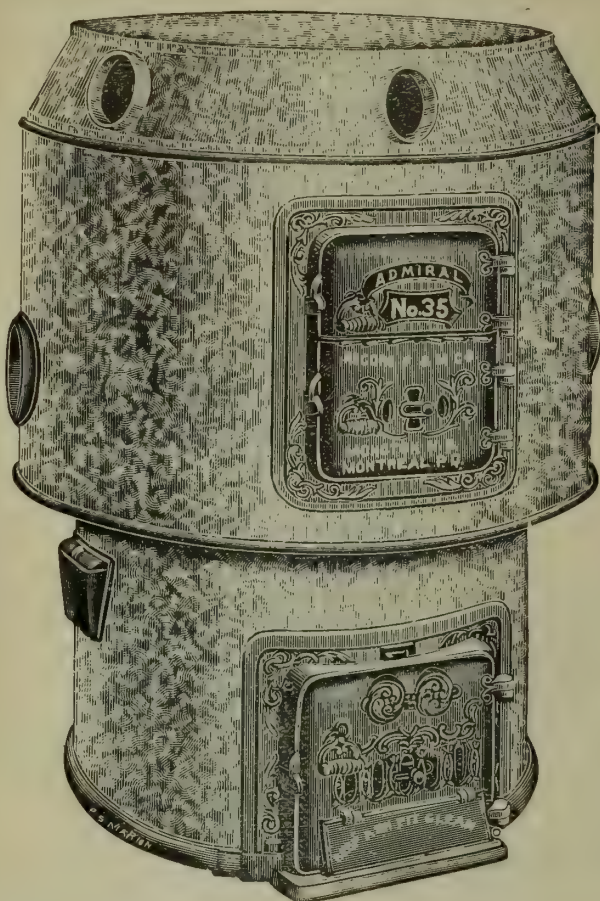
McCLARY'S

LONDON TORONTO VANCOUVER
ST. JOHN, N.B. MONTREAL
WINNIPEG HAMILTON CALGARY



Boss Gasoline Stove.





Pure Air Properly Heated

Is what your customers expect.

Nothing else should be tolerated

Direct radiation from steam or hot water radiators IS NOT HEALTHFUL.

A GOOD RECORD ADMIRAL or CALORIFIC FURNACE, properly INSTALLED, is the BEST HEATING SYSTEM OBTAINABLE.

ARE YOU TELLING YOUR CUSTOMERS THESE FACTS? We can assist you in preaching the GOSPEL OF PURE AIR. We have the TRUTH in convincing shape. We have the FURNACES to produce the results desired.

Our variety is great. Our prices are right and we BACK ALL GOODS BY OUR GUARANTEE.

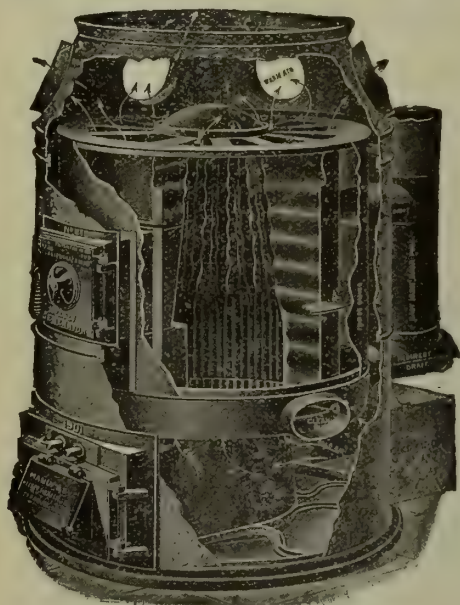
THE
Record Foundry & Machine Co.
LIMITED

Factories: MONTREAL and MONCTON, N.B.

Sales Agencies at Winnipeg, Toronto, Calgary,
Vancouver and St. John's, Nfld.

Write for our book on Heating.

THE KELSEY WARM AIR GENERATOR



To the great battery of zig-zag heat tubes is due the wonderful efficiency, power and economy of the Kelsey Warm Air Generator. The Kelsey warms air by the best method by passing in separate currents up through the Heat Tubes. The Heat Tubes surround, are in direct contact with and overhang the fire, and are heated on all sides by conduction, by radiation, and by the burning gases which pass down around the backs of the tubes.

Each Heat Tube has 8 Square Feet of Heating Surface and each Generator, according to its size, has from 8 to 16 Heat Tubes.

Great volumes of fresh air are properly warmed and carried to the top of the Generator and are forced into every room. Kelsey Fresh Air Heating is preferred by people who investigate, to the warmed-over air of steam and hot water radiator systems, and any dealer can convince any prospective purchaser that Kelsey Heating is the One Right Way—the easiest, most practical, sanitary and economical way—to heat any house, church or school.

35,000 Sold—700 in Churches and Schools.
Send for Booklet and Agency Proposition.

THE JAMES SMART MFG. COMPANY
WINNIPEG, MAN. BROCKVILLE, ONT.

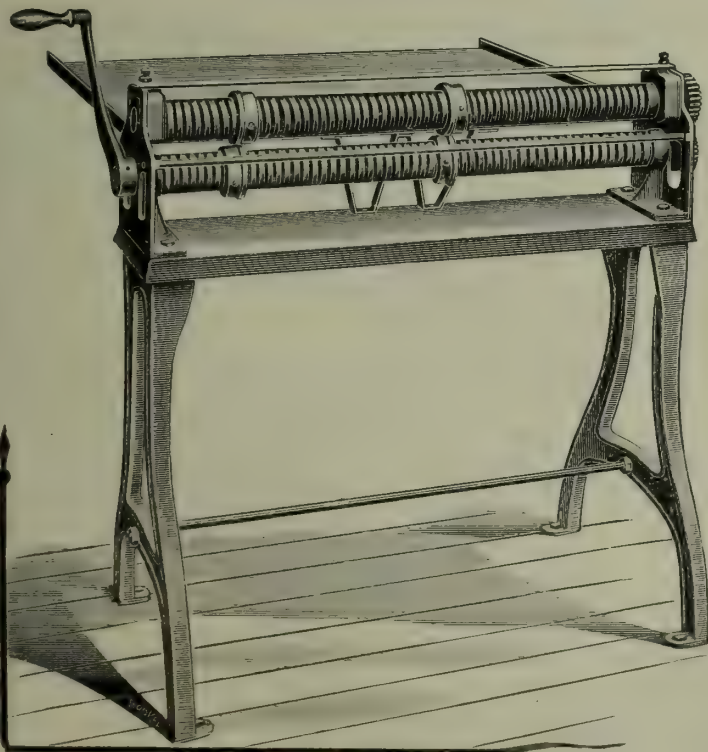


WE have twenty different sizes or styles of Refrigerators in stock, which we can ship by first freight or express.

Please write for catalogue and particulars.

THE SANDERSON-HAROLD CO., Ltd.

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DON'T RUIN**

your brake cutting or breaking off sheets. If you cannot afford to instal a large squaring shears just now get one of our **ROTARY SPLITTING SHEARS**. It will slit sheets any length, not exceeding 36" wide, 20 GAUGE and lighter. Has **TWO SET CUTTERS** so you can cut **TWO** strips at a time. The edges are left clean and straight. You will find this an **ECONOMICAL INVESTMENT**. Order **TODAY**.

**Tinsmiths' Tools
Presses, Dies,
Sheet Metal Tools**

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Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises should not fail to use the Want Ad. Advertisement page of **HARDWARE AND METAL**. It is the central market place of the hardware trade throughout Canada. There is always someone somewhere who is looking for just such a proposition as you have to offer.

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THE HOMES' HELP, No. 20 Charlotte St., Port-of-Spain, Trinidad, B.W.I., are prepared to receive consignments, also agencies throughout Canada. Correspondence solicited. (32)

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FOR SALE—A1 hardware business in western Ontario. Stock about \$15,000. Net profit last year \$10,000 (ten thousand dollars). Good premises, reasonable rent, either whole or half interest. Senior partner retiring. Box 1009, **HARDWARE AND METAL**, Toronto. (29)

RENT OR SALE—A first-class store for hardware or plumbing. Toronto west end. Growing section. No opposition. Includes living apartments. Reasonable price. L. J. LUGSDIN, 79 Adelaide St. East, Toronto. (29)

FOR SALE—Retail hardware business, established 20 years ago by Geo. B. Morris and conducted by the present owners for the last 4 years. In connection with the winding up of the existing partnership, the business is offered as a going concern. Correspondence invited. McMillan Bros., Guelph. (25tf)

FOR SALE—In live central British Columbia town—fruit and vegetable growing district, getting better every year—a clean, well-kept hardware stock. Fine store, low rent. Plumbing and jobbing shop in connection. Stock about \$13,000; net profits last year over \$5,000. Proprietor has to give attention to other business. Favorable terms to right man. A splendid opportunity for energetic man who knows the business. Address Box 1008, **HARDWARE AND METAL**, Toronto. (29)

HARDWARE AND MACHINE BUSINESS FOR SALE in one of the best new towns in Southern Alberta; turnover for 1909, \$30,000; stock \$9,000. Will sell or rent buildings. Box 1006, **HARDWARE AND METAL**, Toronto. (32)

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BUSINESS MEN, professional men, merchants and church workers, find innumerable uses for Fulton Sign and Price Markers. The Fulton Rubber Type Company of Elizabeth, N.J., are makers of Ink Pads, Daters and Business Outfits of high quality. Sold by all stationers. A. R. MacDougall & Co., Toronto, Canadian Agents.

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EVERY RETAIL MERCHANT should use a Typewriter and every retail merchant would use a Typewriter if he knew the liberal proposition we are prepared to make. A simple request will bring it. The Monarch Typewriter Co., Ltd., 98 King St. West, Toronto, Ont.

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DESIRABLE BRIGHT MAN, with experienced competency to enter as partner in one of the best, strongly established, happy going hardware and tin business institutions in Ontario. For interesting particulars apply J. M. ROBERTSON ESTATE, Tweed, Ont. (tf)

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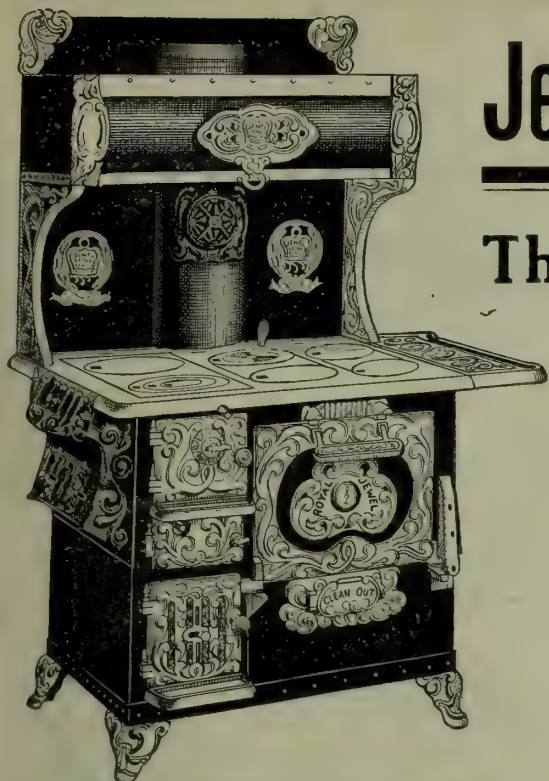
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Horseshoes

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Are you handling this well-known line? Bell Brand Horseshoes are well established in public favor because of their uniform high quality. Accurate Crease, Exact Punching, Correct and Uniform Shape.

They will give your customers Absolute satisfaction.

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you can introduce your pro-
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Pre-eminent for Design, Quality and Finish

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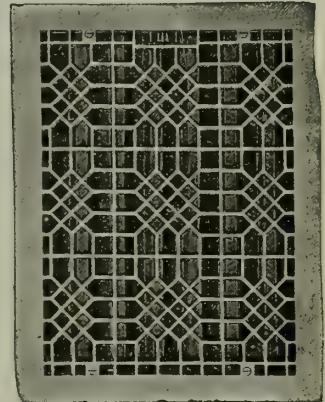
"T & B"

Registers, Ventilators and Grilles

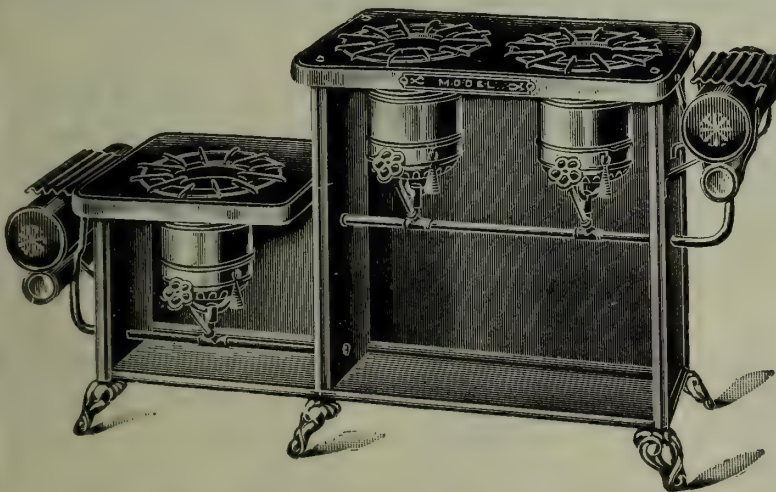
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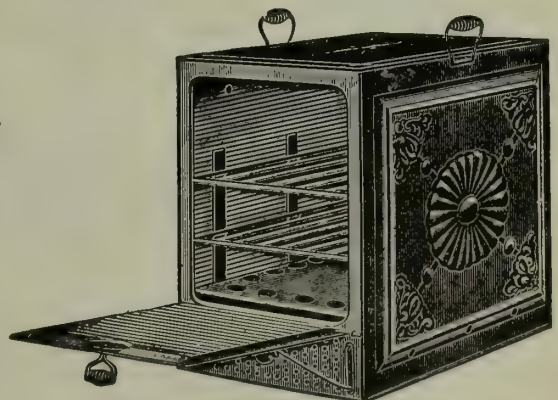


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The "Model" Oil Stove and "Model" Oven are inseparable—they form a part of every kitchen equipment.

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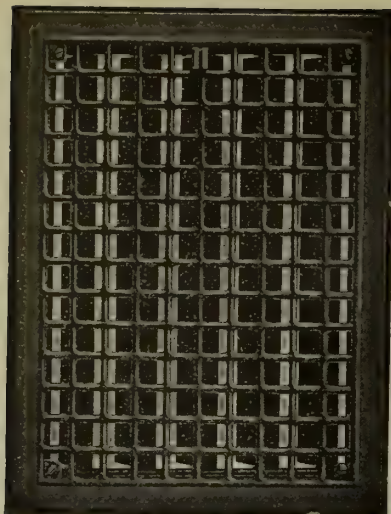
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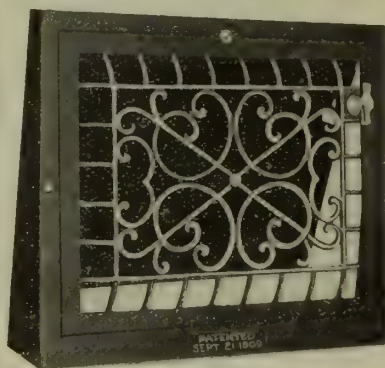
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A line in four sizes, of uniform design throughout. Neat and tasteful pattern and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan---stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

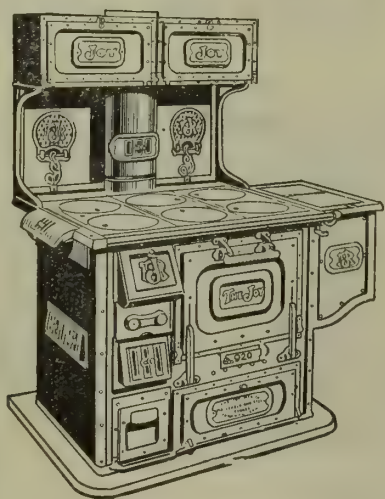
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Is the most perfectly constructed
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You'll say so yourself when you have examined it and compared it with other malleable ranges. It is warranted not to warp, crack or break. We are ready to ship promptly these sizes:

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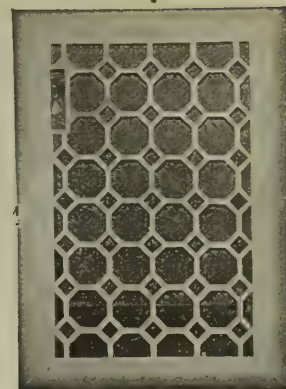
The Moorish Sidewall Register.

The Bull's Eye of Perfection
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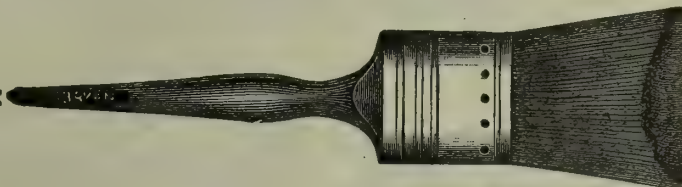
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 We make them, but we
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 been offering your cus-
 tomers another make
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**McDOUGALL
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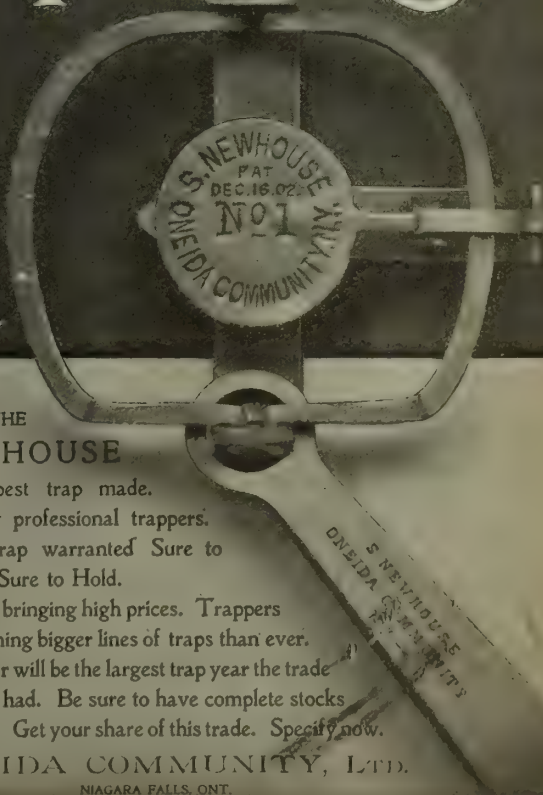
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 Used by professional trappers.
 Every trap warranted Sure to
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 Furs are bringing high prices. Trappers
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 This year will be the largest trap year the trade
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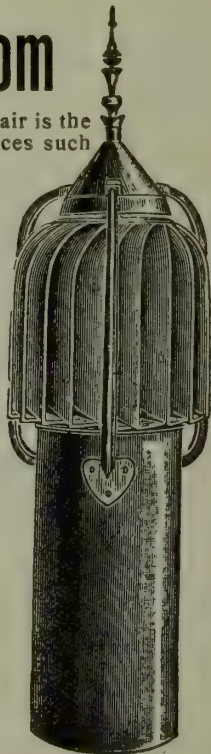
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Yours truly,
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Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filter, etc.

The J. W. Harris Mfg. Co., Ltd.

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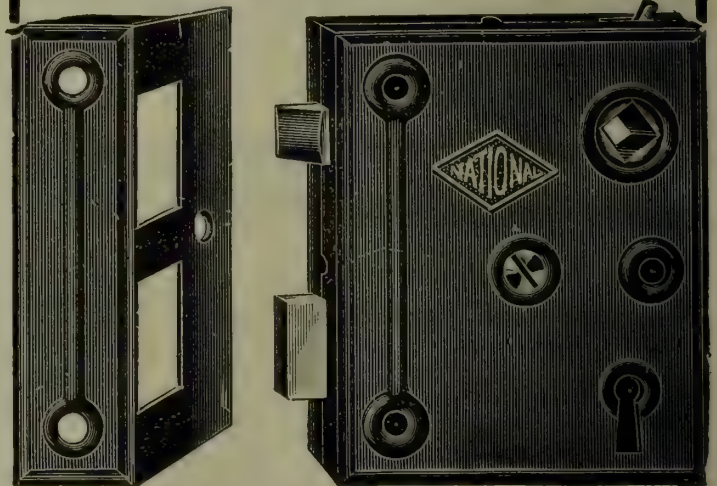


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The handle is split at the top to form a D, and is made wider than the ordinary D handle, giving more room for the hand.

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When ordering, specify Split D handles, as we furnish them on all shovels, spades, etc., without extra cost.

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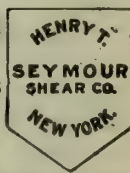


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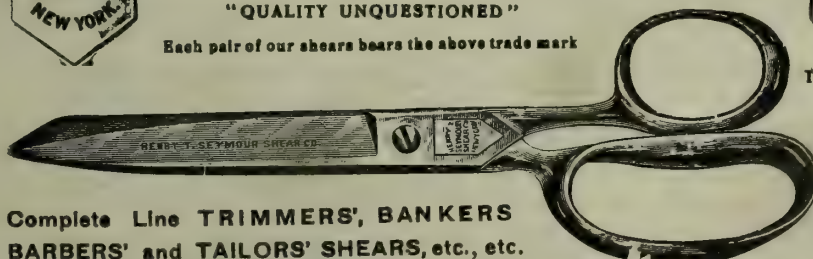
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Each pair of our shears bears the above trade mark



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PEERLESS Fence is so good and so satisfactory that customers come back—for other goods.

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 There's good money in them for hardware dealers.
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 Will close a door silently against any pressure of wind
 Has many working advantages over the ordinary spring
 and has twice the wear. In use throughout Great Britain
 and the colonies. Gives perfect satisfaction. Made only by
W. NEWMAN & SONS
 Hospital St. - - - Birmingham

THOS. SONNE, SR.
 Manufacturer of


Awnings, Tents, Sails, and Flags of all Nations, Waggon Covers, Horse Covers, Inside Spring Roller Shades, Coal Bags, all kinds of Tents on Hire, Tarpaulins and Oil-Skin Clothing, Hoist Ropes fitted up at shortest notice.
 193 Commissioners Street
 Phone M. 1161 (Cor. of St. Stulpice St.) MONTREAL

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
 GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bitfurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Fellow Plates.

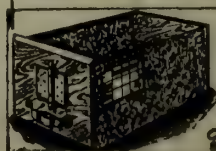
GLASS CUTTERS.

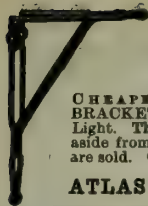
 **Barrett's Standard Glass Cutters**
 in 22 different styles.
 Order from your jobber or write direct.
W. L. Barrett, Mfr., Bristol, Conn.

J. M. KAINS & CO.
 MANUFACTURERS' AGENT
 88 Pender Street W., VANCOUVER, B.C.
 Open to represent a first-class Hardware Specialty. Highest References.

Goods Well Displayed are Half Sold!

The most attractive, most durable and most serviceable shelf box on the market is the
BENNETT STEEL HARDWARE SHELF BOX
 Saves 20% Shelf Room over wooden boxes
 Write for Catalogue and Price List:
CAMERON and CAMPBELL
 25 Richmond St. W. Toronto





Will Hold Up a Shelf

That's what a shelf bracket's for. For this purpose there can be NOTHING BETTER, NOTHING CHEAPER than the BRADLEY STEEL BRACKET. It is well japanned, Strong and Light. The saving on freight is a good profit aside from the lower price at which the goods are sold. Order direct or through your jobbers.

ATLAS MFG. CO., NEW HAVEN



James & Reid's Patent Surprise HORSE POKES

give the best satisfaction.

Ask your Jobber, or write

JAMES & REID
Perth, Ontario

"QUEEN" LOOP SNAP



No. 900—Another addition to our line.

COVERT MFG. CO., TROY, N.Y., U.S.A.

SOLDER

METALS

We are Manufacturers. Large Stock. Prices Right. We will be pleased to quote you.

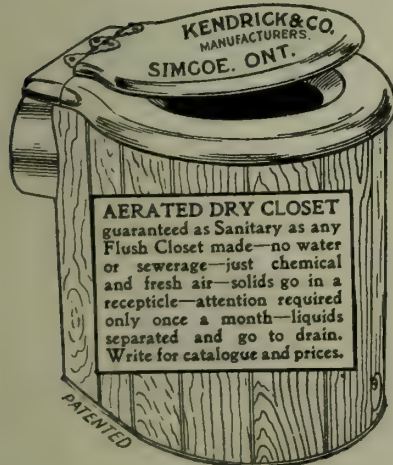
Our New Phone No. Main 7930

THE CANADA METAL CO., LIMITED
TORONTO, ONT.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information.

Don't forget to mention Hardware and Metal.



AERATED DRY CLOSET
guaranteed as Sanitary as any
Flush Closet made—no water
or sewerage—just chemical
and fresh air—solids go in a
recepticle—attention required
only once a month—liquids
separated and go to drain.
Write for catalogue and prices.

SPRAYERS



HEADQUARTERS FOR SPRAYERS

We make Sprayers for all purposes, such as flowers, fruit
vegetables, disinfectants.

SEND FOR CATALOGUE AND PRICE LIST
COLLINS MFG. CO. TORONTO.

STRAPPING HOOP IRON.

J. N. WARMINTON

207 St. James St., Montreal

Selling Clutch Nails, Strapping Hoop
Iron, Transfers, "Decalcomaine,"
Lithographed Metal Signs and Boxes.

TOOLS.



ARMSTRONG UNIVERSAL
HATCHET
Two inches of motion
stead of handle, in
any direction,
will drive the
drill

Armstrong
Bro. Tool Co.
106 N. Francisco
Ave Chicago, U.S.A.

VENTILATORS.



Ventilators and Chimney Cowls
My patent rotary ventilator is
backed by a guarantee. It is the
best ventilator on the market. Write
for particulars, handsome booklets
of testimonials and information
mailed free.

GEO. D. PEARSON & CO.

Office and Works
17 Pontiac St. - Montreal

WIRE GOODS.

Buy your

WIRE GOODS

from

CANADIAN SALES & MFG. CO.

Office: 250 Lemoine Street
MONTREAL

Nature has solved the
problem of distribution.
It uses a multitude of
agents to effect the distri-
bution of its products.

Nature does not expect
every seed to fall upon fal-
low ground and to take
root. But, it achieves a
profitable percentage upon
its distribution. This is all
that an advertiser has to
do to reap a profitable
harvest on his outlay.

TRY A

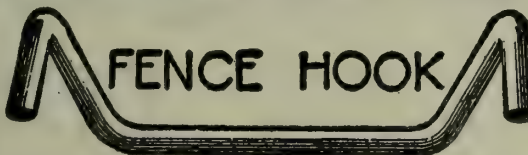
Condensed Ad

IN

Hardware and Metal

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on
Wire Fences



WIRE NAILS, OILED SPRING
BARB and PLAIN FENCE WIRE,
OILED and ANNEALED, CLOTHES
LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained in a great variety of patterns from Dealers in
Glass, Hardware and Painters' Supplies.

The Toronto Plate Glass Importing Co., Limited

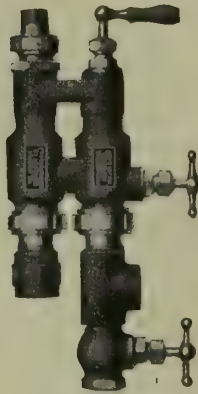
(HILL & RUTHERFORD, Managing Directors)

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR AND
ORNAMENTED GLASS

Works: Don Speedway, also Victoria St.,

TORONTO

If you don't carry STEAM GOODS as a staple line you occasionally have enquiry for something of the kind. When asked for an Injector, Valve, an Inspirator, or any other article of the kind, REMEMBER that we have the goods, so well known for their high EFFICIENCY, DURABILITY and SIMPLICITY.



The Genuine Hancock Inspirator

The Hancock Inspirator is a double tube boiler feeder requiring no adjustment under varying steam pressures



The J.M.T. Valve

The J.M.T. Injector operates under the widest range of steam pressure.



The J.M.T. Injector



The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. West, TORONTO



"DOMINION" PRODUCTS ARE ALWAYS AT THE TOP

Our trade so far this year has eclipsed all records, and our resources have been somewhat taxed, but we are determined to keep pace with the ever increasing demand for our goods, and are making provision accordingly.

One of our most successful lines is

"DOMINION SPECIAL" Field Fence

"The Landmark of the Future"

The demand for this commodity has far exceeded the supply, but in order to cope with it, we are installing additional machines.

We would appreciate your valued orders for this, as well as our other lines, some of which we would mention as a reminder:

BARBED WIRE, WOOD SCREWS, COPPER PINS, GALVANIZED TELEGRAPH WIRE
BARREL HOOPS, BRIGHT WIRE GOODS, Hat and Coat Hooks, Screw Hooks
and Eyes, Gate Hooks and Eves, Square Hooks, Wire Door Pulls, etc., etc.

ALWAYS DEMAND "DOMINION" MAKE

DOMINION WIRE MANUFACTURING CO., Limited

MONTREAL

TORONTO,

Works: LACHINE

MADE IN CANADA

SUPERFINE LINEN RECORD

Perfect conditions of manufacture have
been largely responsible for the
excellence of

Superfine Linen Record

Made in all Weights and Sizes

WHITE, AZURE and BUFF

SAMPLES FURNISHED ON REQUEST

THE ROLLAND PAPER COMPANY, LIMITED

GENERAL OFFICES:
53 St. Sulpice Street
MONTREAL, P.Q.

MILLS AT
St. Jerome, P.Q.

Dealers who Stock this Bolt are Reaping Big Profits!

This bolt is advertised in 100
publications in Canada and the
States. Advertising brings
customers to your store. Can
you meet the demand?

STAR Expansion Bolts

consist of a two-part malleable
iron shield and a lag or coach
screw. Builders, plumbers,
electricians use them! Archi-
tects specify them! Let us
send you our new catalogue
36 and free samples.



Star Expansion Bolt Co.

Catalogue Department 36

147-149 Cedar St., - New York City

H&R ARMS CO

- ☐ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.
- ☐ For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.
- ☐ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:



Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5½ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

☐ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., 715 Park Avenue,
Worcester, Mass.

It's a Matter of Profit

Every one of the various products of TWENTY British makers whom we represent will prove a MONEY MAKER for the wideawake dealer.

OUR GRIP HOLDER FOR GAS OR ELECTRIC SHADES sells itself. We claim there is no other holder which requires no screws, no attachments, but itself. IT IS INVERTED, OF COURSE, AS THESE ARE THE LATEST THINGS IN GRIP HOLDERS.

PLEASURE TO EXPLAIN IT TO YOU. No order too large and none too small.

OUR PATENT SOLDERING IRON saves labor, time and trouble, and is just the thing that will attract business in your neighborhood.

IT WILL PAY you to investigate our fine British paints.

WE represent the TITANIC PAINT CO., of Birmingham, Eng. Their sample card will interest any live merchant. Write for particulars.

RANDALL BROS., of London, have an enamel paint that has never been even approached in the CANADIAN MARKET. Let us demonstrate its merit. Our BOOKLET is convincing. All new and interesting.

Don't buy SANITARY FITTINGS before consulting us; we have cast iron WATER PIPES by WATSON GOW, of Glasgow; roofing, glazed wall tiles and external terra cotta, stable fittings. OUR PATENT CHIMNEY POT ABSOLUTELY PREVENTS DOWN DRAFT. It is in use on the GOVERNMENT BUILDINGS at Ottawa, and on the ROYAL PALACES OF BRITAIN.

QUALITY is remembered long after the PRICE has been forgotten.

The International Supply Company,
140 MANSFIELD STREET, MONTREAL

Here you are, Gentlemen

ATKINS

Sterling

SAWS

The Finest Manufacturers' Brand

Made for the best mechanics who are willing to pay a fair price for the best tools.



***We Help You
to Sell***

Send your order to your jobber. If he won't supply you, then write to us.

E. C. Atkins & Co., Inc.
Makers of Sterling Saws
Hamilton Ontario

Busy - ness

Your business becomes busy-ness when you sell Genasco Ready Roofing. Quality will tell; Genasco quality makes customers tell you the kind of roofing they want.

Genasco Ready Roofing

makes them tell also by its persistent campaign of national advertising; it educates them; it shows them why Trinidad Lake asphalt is the greatest water-proofer known and why it resists and lasts; it makes them want Genasco---the roofing made of genuine Trinidad Lake asphalt---because it endures and gives solid satisfaction all the way through.

Let the people know that you sell Genasco and you'll have a business that keeps you busy.

Write for full information and samples.



THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt and largest
manufacturers of ready roofing in the world

PHILADELPHIA

New York

San Francisco

Chicago

Roofers Supply Co., Ltd., Bay and Lake Streets, Toronto, Ont. D. H. Howden & Co., Limited, 200 York Street, London, Ont. J. L. Lachance, Ltd., Quebec

The KANT-LEAK KLEET is the latest and greatest fastening for ready roofing. Requires no cement for seams.

Mineral or Smooth-surface Genasco Roofings

Cross-section, Genasco Stone-surface Roofing



Gravel
Trinidad Lake Asphalt
Asphalt-saturated Wool Felt
Trinidad Lake Asphalt
Asphalt-Saturated Wool Felt

SPRINKLERS

GALVANIZED, JAPANNED OR PLAIN

Our Sprinklers are made to withstand rough usage. The spout is seamed on to the body, the handle is riveted on and the top is special reinforced.



We can supply them either plain, japanned or galvanized. They are made with cleanable zinc roses and are supplied in sizes from 1 to 20 quarts.

Order from **McCLARY'S**

LONDON
MONTREAL

TORONTO
WINNIPEG

VANCOUVER
HAMILTON

ST. JOHN, N.B.
CALGARY



Ridging No. 872 is a Good Seller. It's Galvanized Steel at a "Wood-Price."

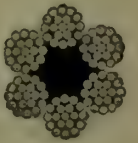
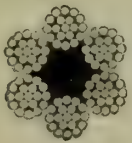
An energetic hardware dealer can sell a good many lengths of Ridging No. 872 in a season. Very few will choose to erect an ordinary wood ridge when the advantages of No. 872 are explained to them. For one thing it is much more ornamental than wood. And because it is made of galvanized steel, it is also several times as durable as wood. No. 872 is easy to erect. It is made on special machinery, in ten-foot lengths, and is absolutely straight. The lengths fit together accurately. No wood filler is required. And you can sell No. 872 at practically the same price as an ordinary wood ridge. How many lengths are you going to sell during the remainder of the year? There's a good margin of profit for you in each sale you make.

Metal Shingle & Siding Co., Limited

Branch Office and Factory, Montreal, P.Q.

PRESTON, ONTARIO

Our Goods are carried in stock at the following centres: St. John, N.B., Emerson & Fisher: Quebec, J. A. Bernard: Toronto, G. P. Breckon & Co.: Winnipeg, Clare & Brokest: Calgary, Ellis & Grogan: Vancouver, Wm. N. O'Neil & Co.



Absolute Safety

is what your customers are obtaining when they purchase

GREENING'S WIRE ROPE

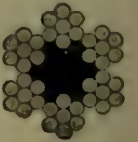
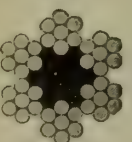
for elevator haulage or other strenuous use. All wire used in GREENING'S ROPES is subjected to a complete set of the severest tests before being made into rope, and may be relied on absolutely.

Consult your Greening Catalogue. You'll find many lines you can handle with profit.

The B. Greening Wire Company, Limited

Hamilton, Ont.

Montreal, Que.

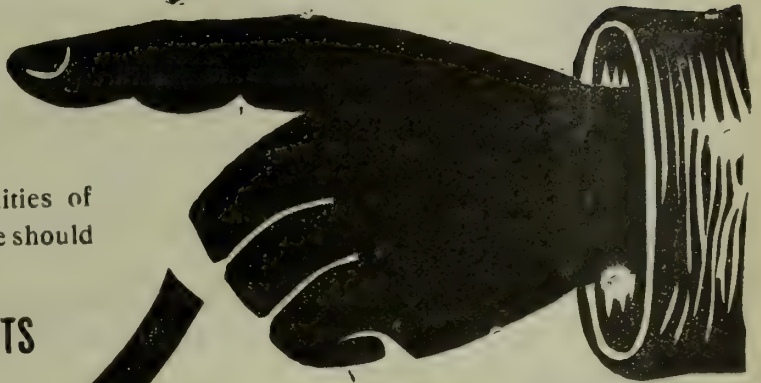


ANYTHING
IN
STEEL
OR
WIRE

We manufacture over 1000 commodities of steel and wire, and if you use any we should be pleased to receive your enquiry.

**UNITED STATES STEEL PRODUCTS
EXPORT CO.**

MONTREAL



Simonds "Crescent
Ground" **Cross-Cut Saws**



The saw that is guaranteed to cut 10% more timber than any other saw made. Factories in the United States and Canada manufacturing every necessary style of saw.

DEALERS' DISCOUNTS GIVEN ON REQUEST

SIMONDS CANADA SAW CO., Ltd. Montreal, P.Q., Vancouver, B.C., St. John, N.B.

Beath's Stanchion Cow Tie

A MARVEL OF SIMPLICITY, STRENGTH and RELIABILITY

Excels in Every Point—Good Appearance—Absolutely Noiseless—No Springs—Sanitary
Made of High Carbon U Bar Steel—Extra Heavy

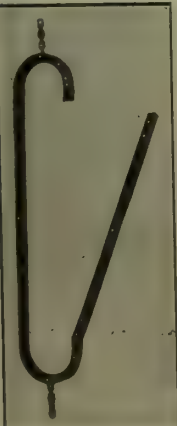
Hinge and Lock Simple, Easy working and Strong—No trappy mechanism to get out of order
Every farmer building new barns or remodelling their stables should adopt Beath's Stanchion Cow Tie. Used and endorsed by leading stock men everywhere.

There's Money in this Line for the Dealer!

Write for prices
and discounts.

W. D. BEATH & SON, Limited

**TORONTO
Canada**



Patent Pending
OPEN



Patent Pending
CLOSED



Dominion

IMPROVED & PROVED

Ammunition

We manufacture a complete line of all standard calibres.

Are there not some additional sizes where you could make the extra profit there is in handling Dominion Ammunition? Look over your next order carefully and make sure.

Dominion Sales mean Satisfied Customers.

Dominion Cartridge Company, Ltd.

Ammunition Manufacturers - Montreal, Canada



Regal

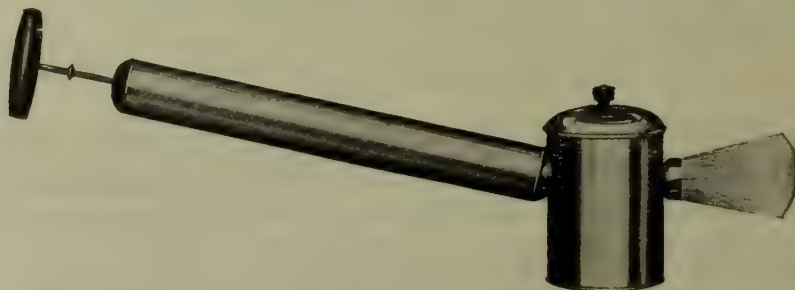


Imperial



Kemp's Improved Deluge Sprayers

Unexcelled for Spraying Trees, Bushes, Plants, Potatoes, Vines, Interior of Henneries. Also Horses, Cattle and Swine for keeping off Flies and Lice.



The "DELUGE SPRAYER" throws a fine vapor spray, thus covering a wide surface, which is very important in the spraying of trees, etc.

At the same time it is a great economizer of liquid, and makes a small quantity go a long way.

PRICE ON APPLICATION

KEMP MANUFACTURING CO., Toronto, Canada

THE KEMP MFG. CO. OF MONTREAL
39 St. Antoine St., Montreal, Que.

THE KEMP MFG. & METAL CO., Ltd.
111 Lombard St., Winnipeg, Man.

The Encouragement of Business During July

Utilizing Loyal Events for Window Display creates Great Interest—A "Made in Canada" Window is a Good Drawing Card—The Advisability of Pushing Camping Outfits—The Question of Collections, and the Running of a Bargain Week.

During the mid-summer days when it is rather difficult to evolve something new to attract attention to the store, merchants should be continually on the look out for local events which can be used as likely subjects for window display. Race meetings, conventions, military camps, ball games, and so on, are excellent pegs on which to hang good designs. Besides by this means the display is given a strong local interest, which adds to the attraction.

Events such as we have mentioned make most admirable subjects. For instance, how easily a hardware merchant can utilize a race meeting. The profuse using of colored ribbons, around whips, harness, blankets, and other appropriate lines; the display of a good sporting print, in fact anything that has the slightest sporting character, all combine to give the store the prominence that is desired. During a convention the characteristic feature of the organization can be brought out, while if there is any local product that can be tagged as souvenirs so much the better.

The great thing in window display is to be as appropriate as possible. It is not easy, week in and week out, to run windows that have strong drawing powers, and when a merchant is too uniform in his designs passers-by are apt to lose interest, especially when it must be something very good to draw them from the cool side of the street. But when the whole community is engaged in talking about an event, then is the time for the merchant to take advantage of the opportunity. He gets the credit of being smart, while he helps the community generally by giving the support of the window to the general excitement, and helps to liven up things all the way round.

Made in Canada Display.

If good local events are scarce then the merchant must dig hard into his ingenuity to arouse excitement. One good idea is to run a home manufacturers' display. That is to say show only the goods that are made in Canada or in the town or city in which the store is located. At one time the range would not have been large, but now it is different, and a very attractive and well assorted display can be made out of Canadian goods only. The patriotic element should be introduced. The Canadian flag effectively draped, and the bold announcement of "made under the flag" across the window would convey the meaning of the merchant. Such a display would not only be attractive, but it would be educational as well. There is generally a very vague idea as to the

range of products that can be termed purely domestic in manufacture. It would arouse the enthusiasm of a good many people if they saw the variety of articles the manufacturers of their country turned out, and the strong position they were now taking among the producers of the world. There would be a greater feeling of pride in the progress of the country, and probably a greater desire to encourage the present industrial movement. The articles made under the flag could be tagged with the maker's name, the situation of the factory, or this may be left alone. There is no doubt that such a display would excite considerable attention, besides being something out of the ordinary for these hot summer days.

Still the Camper Out.

The merchant should continue to make a strong effort after the camper out. The popularity of this method of spending a vacation is increasing, and the merchant by good displays can encourage the idea. Both from a healthful and an economical point of view camping out is a fine way of spending a holiday and as the articles wanted are all indigenous to the hardware store, the more is obvious. A camping out window is exceedingly attractive looking, and, what is better, easily fixed up. A tent, an imitation fire, some camp enamelware and chairs, with fishing rods, picnic baskets, etc. Use all that is required, while other artificial effects are easily produced in the way of grass, etc.

Warm Weather Goods.

The lateness of the season should induce merchants to push strongly all the warm weather goods. People are late in going to the country, and hammocks, garden seats, swings, etc., are badly wanted. Unless good prominence is given to these lines they are apt to be overlooked by the customer. They are not necessities, and therefore in making preparations for the summer trip such things as hammocks, swings, etc., are liable to be forgotten. Then when the loss is noticed it is too late to do anything, and the things are done without. By continual display the merchant obviates this to a large extent. The sight of a hammock in the window—probably used in conjunction with a scenic display—draws the customer's attention to the fact that a hammock is what was badly needed last year at the summer cottage, and but for display would have been forgotten this time. It is this continual knocking upon the remembrance of the customer that makes window displays so effective.

Get After Collections.

During July the merchant can make a good onslaught upon his collections. The books should be gone over carefully, and all long standing accounts put on one side for strong measures. Then either by a series of letters or by personal calls the offenders should be seriously tackled. The merchant must have no hesitation in asking for what is justly due to him. He is not in business for philanthropy, neither will long credit help to pay the rent, the taxes, and the accounts with the jobbers. People who have honorable intentions regarding their account will not be offended if they are tackled by the merchant in a courteous but firm way. It is only the man who does not intend to discharge his just obligations takes umbrage at being asked to settle, and threatens to take his custom away. Well, if he does so, be thankful that someone else and not yourself will be the next victim. With the good crop prospects farmers should be in a very happy state of mind, and this is therefore a good time to ask them for a settlement of those goods which were bought in the spring. It is essential that the accounts should be got into good shape before the fall ordering commences. Not only does the merchant want all his money so that he can start the fall in proper shape, by buying with confidence but those people who are now owing for spring goods will be buying again, and if they are not looked after now the accounts on the books will be augmented. Therefore get everything cleared up now, when there is the most time to attend to it.

Bargain Sales.

During the two following months bargain sales are effective methods for marking time. There are many broken lines, and stock which have not caught on, which it would be wise to clear off. The money invested in them will be wanted, while there is room to be made for new stock. There is no better way of getting rid of this dead stuff than a bargain week. But if the week is advertised as a bargain week make it in reality. Let customers be under no misapprehension as to what is the bargain article, and what is not. It reflects against a store when a customer imagines he has a bargain only to pay the same amount for a similar article later on. Keep the bargain articles away from the rest, and let the prices be fairly cut. In this way the people will believe in your bargain sales, and when one is advertised will patronize it knowingly that the prices will really be cut ones.



Hardware Store Advertising



By W. F. RALPH

In writing advertising it is the part of wisdom to avoid generalities. They are seldom interesting and never convincing. The merchant who writes his own advertising is fortunate in the possession of first hand knowledge and enthusiasm. These qualities, with the addition of discretion and sufficient literary ability to be able to express his thoughts in lucid English, should enable any merchant to write ads. that will pull satisfactory results.

It is not to be expected that every merchant in the land will be able to produce advertising that shall be strikingly original, neither is it necessary. What is required is advertising that says something; advertising that offers specific advantages to the buyer. That is the kind of advertising that pays the largest dividends on your space investment.

The Use of Cuts.

In preparing advertising it is good business to determine in advance the articles that shall be featured on a certain day, and upon the amount of space necessary to present them attractively and forcefully.

A good space for regular advertising, where several articles are to be featured, is a space three columns wide by ten inches deep. This allows plenty of room for display and illustrations—provided the cuts used are of moderate size. While speaking of cuts it may be well to mention that half-tones should never be used in newspapers where line cuts are available. A half-tone is composed of a multitude of different tones of light and shade produced by groups of small dots more or less closely placed. In the rapid printing of a newspaper the fine dotted surface of the half-tone plate is apt to print up in a blurred condition which does scant justice to the article pictured. On the other hand, a well made line cut, the printing surface of which consists mainly or wholly of clear, sharp lines, seldom fails to print up well even on poor paper, printed rapidly with inferior ink.

When the space to be used has been determined, communicate with the newspaper office and reserve the space for the issue in which the ad is to appear. Then get to work preparing the copy.

In writing the copy remember that people will read pretty nearly any quantity of advertising, so long as it is humanly interesting. Strive, then, to infuse human interest into every line. By this is meant: talk of the results that ensue from the use of an article as they affect the user rather than of any merely intrinsic or mechanical qualities the article may contain. Hitch a man or a woman to it. A comparison of the two accompany-

ing methods of writing up a lawn mower may serve to illustrate the point:

LAWN MOWERS.

Easy working machines with good sharp blades, very nicely finished.

Selling Friday at the moderate price of 3.30

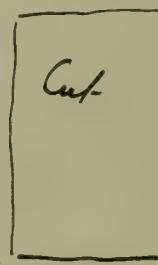
THAT LAWN OF YOURS.

Needs frequent cutting. Perhaps it doesn't get all the attention it deserves because your old machine

INTERESTING READING FOR CAREFUL BUYERS

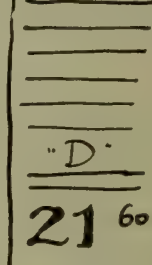
Y _____ "A" _____

Reliable Gas Stoves - Moderately Priced } "B"



"C"

17⁸⁵



"D"

21⁶⁰

Carving Sets for June Brides

"E"

"F"

1.75

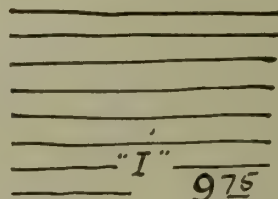
2.10

"G"

3.50

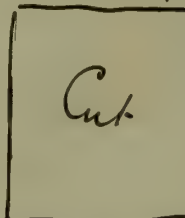
5.75

Yes, you can take the baby along.
Get a Folding Go-Cart



"I"

9⁷⁵



"J"

10⁴⁰

These prices are good on Friday Only
Come early. Lots of other things you need
especially priced for the day

J. B. ROBINSON CO., LIMITED

17 MARKET ST. E.

Suggested Form for a Hardware Store Ad.

makes grass cutting a laborious task. A real good machine—one that works easily and cuts clean will turn that unpleasant task into a genuine pleasure that you will look forward to rather than avoid. Come in and see these machines—selling on Friday only at the moderate price of\$3.30

Write as You Talk.

No one is so well qualified to develop the human interest feature in advertising merchandise as the merchant himself. He is, or should be, familiar with the uses of the various articles that compose his stock. When selling over the counter the average merchant seldom lacks ability to expound the various uses of the goods he is selling and the many comforts, conveniences, economies, etc., they bring to the customer. A merchant should endeavor to transfer this persuasive selling talk to his written advertising. Viewed rightly, retail advertising is nothing more or less than selling talk printed and addressed to a multitude of people.

Laying Out an Ad.

The most practical way to assist the printer in producing a well-displayed ad., is to take a piece of paper and rule upon it the exact shape and size of the space the ad. is to occupy. Get prints of all cuts, if possible, and paste them in the positions you desire them to appear. Then write in your display lines and indicate in some manner, such as by numbering, the various blocks of reading matter and their respective positions in the ad. The various blocks of reading matter, properly numbered should be attached to the layout. An examination of the accompanying diagram will give some idea of how to lay out an ad. for the printer.

PURE MERCHANDISE.

Dr. H. W. Wiley, Chief of the Bureau of Chemistry, of the Department of Agriculture, recently said in an address:

Why should a law which requires correct labeling apply only to foods and drugs? There is already a bill before Congress—the Pure Paint Bill—to prevent interstate commerce in adulterated and misbranded paints. A similar bill relating to fertilizers is soon to be presented to Congress, but why stop here? Why not strike out the words “foods and drugs” in the law and insert “merchandise? Why should my wife go into a shop and buy a silk gown and get one made of nitrated cotton?

Commenting on this Plymouth Products says: “We don’t know much about silk gowns and nitrated cotton, but, knowing something about the rope business, our question is, why should a merchant give an order for manila rope and get one made of heaven knows what?”

This appears to be just as important as the question of pure paint or pure

food. If the painter had to choose between mixing poor paint and holding up his staging with a poor rope, he would take a chance with the poor paint. If nothing more strenuous catches you first, the benzoate of soda you eat in your canned goods may kill you in time, but if you put your trust in poor rope and the rope breaks, your usefulness will be spoilt in as many seconds as it takes you to reach the ground.

The suggestion is made that by specifying a reliable brand when making purchases, buyers can be assured of greater protection from inferior or fraudulent goods than could result from any amount of law-making. The article quoted is not a plea for legislation upon the subject of pure merchandise but uses the fact that there is evident opportunity for such legislation as a warning to buyers and at the same time suggests to them that they have the remedy largely in their own hands.

There is much force in this view. Buyers should realize the importance of familiarizing themselves with the real quality of the goods they are interested in and of confining their purchases to reliable brands whose quality they have thus determined. Surely each class of goods in the hardware and metal lines is represented by at least one manufacturer whose product is of unquestionable merit and reliability and is accessible to buyers in any part of the country. Such goods are usually well known by name and trade-mark and it ought therefore to be easy to avoid all questionable and untrustworthy sources of supply.

Such a course seems so simple and so reasonable that one wonders at the number of buyers who, led away by the apparent cheapness of an article, take chances with untried or inferior goods. This policy is short-sighted at best, and becomes something worse than that in cases where the use of inferior goods involves danger to life or health.

The sooner handlers of merchandise in every line realize their own responsibility in this matter—responsibility to themselves, to their own customers, to reputable manufacturers who are striving to maintain a fair standard of excellence—the sooner will the condition which in some quarters seem to call for legislative correction, wholly or partially disappear, to the advantage of all concerned—manufacturer, retailer and consumer.

STABS AT PUBLICITY.

Advertising at random, or “making a stab” at publicity, is an infallible way to increase the costs of any business. Public attention is the subject of many indefinite stabs, but its coat of armor cannot be penetrated by vague and ill-directed thrusts.

The movement of commodities at times is similar to the circulation of money. Sometimes the latter is in constant and voluminous flow, at other times held in check here and there for commercial reasons. A manufacturer

whose customers were brewers, in reply to an inquiry on advertising stated that he had the name of every man who had anything to do with buying supplies for breweries, but that the brewers had absolutely stopped buying during a certain period. Asked if he continued to advertise, he said “We never stop our advertising even when we know without doubt that our prospective customers have stopped their buying. They will be forced to buy again some time and somebody will have to sell them again and it may as well be us, as “Florodora” would say. We can not afford to let them forget that we have the goods to sell, and the depletion of their stock will take care of reminding them, sooner or later, that they must go to market. If we ceased to advertise just because we knew they were not buying at any particular time, our competitor would have an advantage that we could not overcome without some extraordinary expense, if we could at all.”

This point covers quite well the point of continued space in the trade journal. When the purchasing agent, or the person who authorizes him to procure further supplies, is ready to solicit quotations and details, he orders an office attendant to bring him the trade journal. Having seen the advertisement of Jones and Jones in the last issue inspected, he naturally concludes it is in the current issue. He is not going to look through a stack of back numbers at first. One of the most prevailing ideas in the mind of the business man is that an advertisement that he once saw in a copy of a publication will be in any copy that he picks up, particularly the latest edition. Now, if Jones and Jones, for some reason that may have seemed economical, have discontinued the use of the space or are advertising alternately in every other issue, their advertisement may just happen to be out of the copy of the trade journal in consultation. The result is apt to prove disastrous.

Systematic, painstaking and continuous advertising is nothing short of a business asset. There should be the assertion of originality in the plan and purpose and such that will make it replete with refreshing assurance, so that it may at once elicit the interest and invite the confidence of the people who are in the market or will be in the market for the goods referred to. In other words, the advertiser must inject his own confidence in the goodness of the goods advertised and do it in his own way, which is sure to be like that of no other and will therefore have a better likelihood of commanding attention and trade.—By Charlotte Mangold in Signs of the Times.

SEND US SAMPLE ADS.

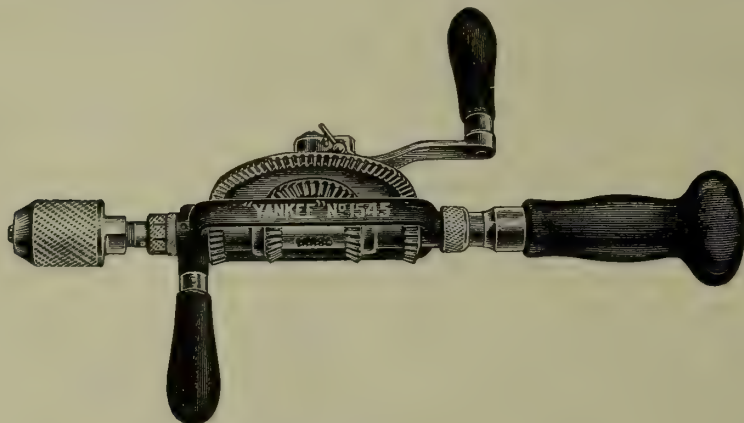
Hardware dealers are invited to send their advertisements to Hardware and Metal for friendly criticism. The department is maintained for the purpose of aiding retail merchants in making their advertising as resultful as possible. Subscribers are urged to take advantage of it.

NOVELTIES AND NEW GOODS

NEW YANKEE HAND DRILL.

North Bros. Manufacturing Company, of Philadelphia, have placed a new hand drill (No. 1545) on the market, it being a smaller style of the breast drills 550 and 555, but has instead of a

permitting free use of both hands while operating. An extra long spout for sausage stuffing is also furnished free. The pressure is regulated by a hand wheel at the top of the plunger screw. A crank attachment for this wheel can be instantly applied when a greatly in-

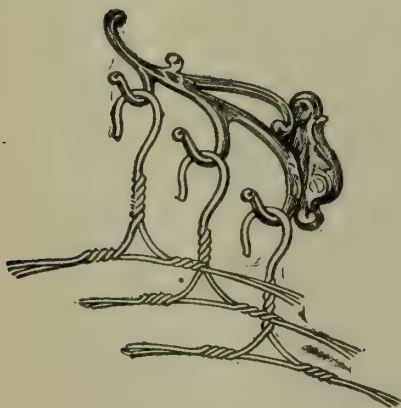


New "Yankee" Hand Drill, No. 1545.

breast plate a handle that can be held in the hand or against the body when in use. It has every feature that has made "Yankee" breast drills so popular, and built on same mechanical lines of a tool rather than a piece of hardware. The special feature of "Yankee" breast and hand drills is the simple mechanism for changing action of the tool and operated by merely moving the shifter on cylinder between the small gears on spindle and the simple device for changing speed.

YALE FRUIT PRESS.

A seasonable time and labor saving device is the new Yale fruit press, offered to the trade by Victor M. Grab & Co., Ashland Block, Chicago. The press is used for pressing fruits, vegetables, meats, making jams, jellies, grape juice,



Yale Wardrobe Hook.

cider, fruit ices, etc., as well as for stuffing sausage casings and making lard.

It is simple in construction, said not to get out of order and is easily taken apart and cleaned. By means of clamps, furnished free, this press can be fastened rigidly to any table or convenient place,

increased pressure is brought to bear on the contents of the press. This is said to give more pressure per square inch than any other press of this size. The company guarantees the press against breakage for two years, and in order to prove its merits sells the Yale on 10 days' trial. It is made entirely of metal, handsomely plated so as to prevent rust and referred to as practically indestructible.

Another line manufactured by the same company is the "Yale" coat and hat hooks, one of the many styles being shown in the illustration of the "Yale" wardrobe hook. This has a height of 5 inches with a similar projection. It is made in old iron, copper or brass finishes and packed with screws. Included in this line are metal coat and hat trees, umbrella stands. Toy banks of metal are also catalogued by Grab & Co.

NEW VACUUM CLEANER COMPANY

The Universal Vacuum Cleaner Co., Montreal, has been formed, to market electric and hand power vacuum cleaners at popular prices.

The company is capitalized at \$95,000, and has connected with it some prominent Canadian business men, the directorate including: President, W. T. Sampson, manager of the Gananoque Spring & Axle Co., and director of the Canada Bolt & Nut Co.; vice-president, E. J. Rowlands, secretary-treasurer and director of Alex. McArthur Co., Montreal; secretary, Arthur Jodoin, advocate, managing director; R. B. Coulson, and Treasurer A. E. Hanna, secy.-treas. of the Dominion Wire Manufacturing Co., Montreal.

Their new factory is completed and operations on machines are under way. It is the intention of the Universal Vacuum Cleaner Co. to do their business through the retail trade, and Mr. Coul-

son has decided to give first call to the hardware dealers throughout the Dominion, and in view of the extensive popularity of the vacuum cleaner business at the present time a good trade should be built up.

HALF MILLION IN IMPROVEMENTS.

Henry Disston & Sons are making improvements in their Keystone saw, tool, steel and file works, Philadelphia, which will represent an additional investment of about \$500,000. This includes the building operations completed in the last 14 months, taking in the erection of a storage warehouse, a pattern storage



Yale Fruit Press.

building, a blacksmith shop and a new machine shop with up-to-date equipment. Foundations are now being laid for a two-storey structure 43x180 ft., which will be another addition to the extensive file making department.

In a few days work will be started on a two-storey building 290x63½ ft. wide, with an L 181 x 69½ ft., to accommodate the machine knife and jobbing departments. Here will be made the various kinds of machine knives, such as wood-working knives, chipper, bed and hog knives, paper trimming, leather, splitting knives, shear blades, etc., while in the jobbing department will be turned out steel plates for cutting and creasing ma-

chines, cylinder presses, pattern plates, lawn mower, circular cloth, candy, paper knives, etc., multiple clutch disks and flat steel springs of all descriptions. At an early date work will be started on a new and enlarged two-storey fireproof building for the cold rolling department. Incidentally, a large amount of new machinery, perfected by Disston experts, is being installed in all departments of the establishment.

All the buildings in the big plant recently erected by Henry Disston & Sons

in Toronto, Canada, are model structures in respect to light and ventilation. The old works there having been outgrown in three years of its existence, the new buildings, in a more desirable location with better transportation service, were planned looking to increased and better facilities for the manufacturing of mill goods, such as circular, band, gang and crosscut saws, etc. A large amount of extra ground is being held in reserve for future extensions.

"This is one of the reasons why the latter gets considerable prestige — its heads are bright men with forethought and they strike at the right time.

"I hate to hear a retailer telling his customers that he cannot understand why the catalogue house can sell so cheaply or do this or that. It only means the probability of a lost customer.

"Let retailers get out and learn from the big houses and do business in a way that there will be no guessing and they will lose little trade."

Traveler Extracts Good From Mail Order Houses

Gives His Opinions on How Retailers Can Benefit From Them — What They Teach the Consumer — Advantages From Studying Their Advertising and Business Methods — Watching for the Psychological Moment.

Are mail order houses of any benefit to retailers?

At first sight one would naturally say not—but rather a hindrance. But this is not the case according to a Winnipeg grocery traveler. He is a man who observes closely what retailers think and do and he claims that if the mail order house methods, literature, advertising, etc., are used to the best advantage, that retailers will benefit thereby.

How does he explain it? Like this.

"I was in a retailer's store the other day when a woman came in with a page from a mail order house catalogue; she wanted to see how much lower the prices were than those of the grocer, on some lines, her aim being to get the latter to meet them or do better.

"The fact of the matter was that the retailer's regular prices were equal to and some were less than those of the catalogue house.

"I'll venture to say that in future that grocer gets all the grocery business from that family—not only will he get this benefit, but the woman will advertise him every time she has the opportunity, unconsciously, of course. She will tell her neighbors and friends about it whenever the question of table supplies comes up.

Develops Cash Business.

"The mail order house is also an educator of the public. Go to a mail-order house for goods and you pay cash every time; you cannot get the goods without it and that is one reason why those establishments have been successful.

"The general public know they must pay the money over the counter or get the goods C.O.D.; that makes an impression on them when they go elsewhere. They are more ready to pay cash, or

buy on a short credit basis, and to do business on a modern basis—they are taught modern methods which benefit the whole community.

Go Out For Methods.

"Catalogue houses also teach retailers to do business in an up-to-date way. I know several retailers who read their ads. every day to get pointers and to compare prices. They get in touch with what is going on from day to day in the big stores, so as to work more intelligently in their own.

"I know others who regularly visit the mail order houses for ideas. One tells me that he talks to department managers about methods in buying and selling, etc., and finds them always ready to give him information.

"Others watch the windows for display hints. These displays are made by professional men who understand the business and retailers can learn much from them.

"The mail order houses have good live men at their heads, who know when to sell particular goods at the proper times. They always take advantage of special occasions by advertising and displaying to attract the fancies of the public. They never lose an opportunity and here's where I think some retailers are slow. They never waken up to push a line of goods until the psychological moment has passed—they wait for the demand, even before they get the goods. When the demand comes they cannot supply it and the trade goes elsewhere, perhaps to the catalogue house.

"Retailers should study to understand their customers better; to know their tastes and anticipate their wants and to be prepared to supply them at the same time if not before the mail order house.

TRADE WITH ITALY AND BELGIUM.

Ottawa, June 20.—The Canadian intermediate tariff rates granted to France are extended to Belgium and the Netherlands in return for the friendly attitude which these countries have always maintained toward Canada, and in view of the fact that they are now both low-tariff countries, and are entitled to equal treatment with France. Friendly trade relations have also been announced with Italy.

Canada gives Italy the intermediate rates on eighteen items, viz: Macaroni and vermicelli, canned vegetables, lime juice and other fruit syrups, light wines and champagne, castile soap, pomades, essential oils, n.o.p., white and cream-colored lace, and embroideries of cotton, women's and children's Italian clothes, etc., when imported in the unfinished state, church vestments, velvets, velveteens, plush and silk fabrics, ribbons of all kinds and materials, musical instruments and parts thereof, head ornaments, statues and statuettes, and fine kid gloves.

Canada is given the Italian conventional or minimum tariff rates on seventeen of the principal items of Canadian export to that country, viz.: Condensed milk, carbide of calcium, timber and lumber, furniture, carriage wheels and parts of carriages, smallwares of wood, wood pulp, paper, pasteboard, fur muffs, boots and shoes, tools and implements of cast iron or steel, sewing machines, cement, horses, fish and cheese.

At present the largest items in our import from Belgium are glass, iron and steel, sugar and molasses. The imports of sugar and molasses reached the figure \$248,000 in 1909. The largest item in our import trade from Italy is naturally enough fruits, of which we imported in 1909, \$238,000.

Wortman-Ward Plant Burned.

Half the plant of the Wortman-Ward Mfg. Co., makers of washing machines, wheelbarrows, etc., at London, was destroyed by fire early Sunday morning. The shipping-room, paint and varnish rooms, and boiler and engine rooms are gone. The loss is placed at \$20,000. About 100 men were employed.

A New Money Maker for



UNIVERSAL ELECTRIC—Any member of a household can operate without any danger of destruction.

*Retail price, with 6 Nozzles,
\$75.00
F.O.B. Montreal.*

The popular prices of the UNIVERSAL will bring within the reach of everyone the possibility of the **SANITARY USEFULNESS** of the **VACUUM CLEANER**, and wherever buyers are not available our agents can afford to buy them and rent them at their own terms.

Both the **UNIVERSAL ELECTRIC** and **HAND POWER MACHINES** will more than pay for themselves in one season.

Canada opens up immense possibilities in **VACUUM CLEANERS**. Possibilities which have to some extent been advanced recently by **HARDWARE AND METAL**.

No manufacturer of **VACUUM CLEANERS** is able to offer better terms than the **UNIVERSAL**, as we have capital and quality behind us.

Only one dealer will be dealt with in each town and city of the Dominion.

We want the **HARDWAREMEN** first of all; so it will be necessary to get in touch with us at once. It will also be necessary to get your orders in and contracts made promptly, so as to be ready for fall house-cleaning.

It is easy to-day to extend your business to that of the **VACUUM CLEANER**. In the **UNIVERSAL** we are offering to the public a high-grade machine at popular prices.

In fact, the **UNIVERSAL VACUUM CLEANER** stands alone and unique. It is invented by a Canadian and is manufactured by a Canadian company with headquarters in Montreal.

We intend to contract with a first-class dealer in every city and town in Canada to handle the **UNIVERSAL** exclusively.

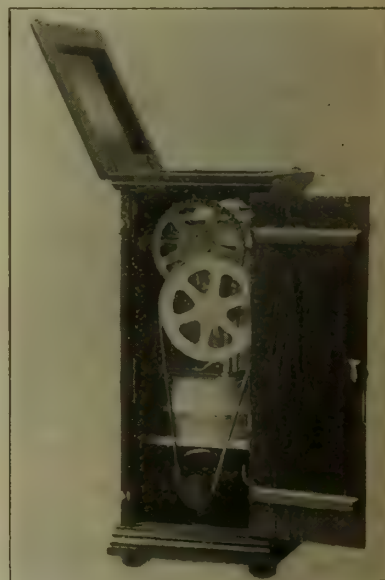
We have decided at first to open negotiations with the **Hardware Trade**, because we believe that no better and effective means of distribution could be employed.

The **UNIVERSAL** is made both in **ELECTRIC** and **HAND POWER MACHINES**.

The **ELECTRIC UNIVERSAL** is a high-grade machine, just suited for the use of towns and cities where electricity is installed, and the **HAND POWER UNIVERSAL** will fill the requirements in towns and cities with or without electricity. The **ELECTRIC UNIVERSAL**, supplied with six nozzles, will retail for \$75.00.

The **HAND POWER UNIVERSAL**, supplied with three nozzles, will retail for \$20.00.

LIBERAL DISCOUNTS WILL BE MADE TO OUR AGENTS, WHICH WILL ENABLE THEM TO MAKE AN EFFORT TO PUSH SALES OF THE UNIVERSAL.



INTERIOR UNIVERSAL ELECTRIC
—Notice simplicity. No intricate parts to get out of order as in majority high priced machines.

Universal Vacuum Cleaner

W. T. Sampson, President.

the Hardware Merchant!

The UNIVERSAL is of the simplest construction, having large pump and large volume of air, no leaky connections, and, therefore, no wasted energy. We get the highest vacuum and the highest efficiency.

OUR GUARANTEE

*We guarantee, under similar conditions, that the **ELECTRIC UNIVERSAL** will duplicate the work of any \$100.00 to \$135.00 machine made in America or money refunded. We also guarantee the **HAND POWER UNIVERSAL** to duplicate the work of any \$25.00 to \$35.00 **HAND POWER MACHINE** made in America or money refunded.*



Usefulness of Universal Hand Power Machine when not in actual Process of Cleaning. The only machine on the market you have not got to hide on account of appearance when not in use.

The cabinets containing the UNIVERSAL are so constructed as to make an ornamental piece of furniture suitable for any drawing-room or library and finished in all kinds of wood as desired, which does away with the worry, to which each housekeeper who uses a VACUUM CLEANER is put to, to find a place in her household to store away the ungainly apparatus comprising 90% of the VACUUM CLEANERS on the market to-day.

The UNIVERSAL MACHINES are equipped with ONWARD SLIDING SHOES which enable the users to slip and slide the machine over their carpets, rugs and polished floors without damaging them in any way.

In ordering Electric Machines state current of electric system in your town; whether alternating or direct, number of volts, number of cycles and whether single, two or three phase. This information can be obtained from electric light companies.

We have literature and talking-points that will make it easy for you to tell your actual and possible customers all about the UNIVERSAL. There's money in it for you. Don't delay getting into communication with us. We must act AT ONCE.



INTERIOR UNIVERSAL
—Hand power machine.
Notice simplicity.

Retail price, with 3 nozzles
\$20.00
F.O.B. Montreal.

Co., Ltd., Montreal, Que.

R. B. Coulson, Managing Director and Treasurer.

HARDWARE & METAL

Established 1888

The MacLean Publishing Co.
Limited

JOHN BAYNE MACLEAN - President

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P.E. Island and Newfoundland.

Cable Addresses:

Canada:	England:
Macpubeo, Toronto.	Atabek, London, Eng.
OFFICES:	
MONTREAL - 701-702 Eastern Townships Bank Bldg	Telephone Main 125
TORONTO - 111-127 University Avenue	Telephone Main 7324
WINNIPEG - 511 Union Bank Building	Telephone 3726
VANCOUVER, B.C. - H. Hodgson,	
	11 Hartney Chambers
LONDON, Eng - 65 Fleet Street, E.C.	E. J. Dodd
	Telephone, Central 12960
NEW YORK - R. B. Huestis, 1109-1111 Lawyers' Title,	Insurance & Trust Building
	Telephone, 1111 Cortlandt
FRANCE - John F. Jones & Co.,	
	31bis Faubourg Montmartre, Paris
SWITZERLAND - Louis Wolf; Orell Fussli & Co., Zurich	
Subscription, Canada and United States, \$2.00	
Great Britain, 8s. 6d., elsewhere - 12s.	

PUBLISHED EVERY SATURDAY.

HAVE CHOSEN NEW NAME.

The Hamilton merger, as predicted in Hardware and Metal last week, has given up the name, "Canadian Steel Corporation," to the Dominion Steel and Coal Corporation, who it is said, will not use it, preferring to be known as the Dominion Steel Corporation. The new name selected by the Hamilton corporation is "The Steel Company of Canada," for which a new charter has been applied for.

The valuation at which various companies included in the Hamilton merger were taken over is given as follows: Hamilton Steel & Iron Company, \$9,-300,000; Canada Screw Company, \$4,-000,000; Canada Bolt & Nut Company, \$2,100,000; Montreal Rolling Mills Company, \$7,650,000. The present capitalization of the Steel & Iron Company is about \$3,000,000, so that the holders of stock will get three shares in the merger for every one they hold in the company.

President Plummer, of the Dominion Steel & Coal Co., confirms the report that the Dominion Company will not enter into competition with the Hamilton merger by erecting nail and screw mills. This is in return for the concessions made by the Hamilton merger in giving up the name and probably deciding not to erect a rod mill at Hamilton.

WILL PRICES ADVANCE?

Many in the hardware and metal trades are viewing with anxiety the passing of the various iron and steel industries into one or two large corporations working together to control the market. In the past there has been difficulty in securing prompt delivery of goods ordered and already there are rumors of advances in wrought and bar iron, bolts, nuts, etc.

The general understanding is that mergers aim to increase profits by effecting savings in production and distribution rather than by price advancements, but when companies which have not been paying dividends are turned over to corporations capitalized at several times the capitalization of the various companies included, it is apparent that some special effort will require to be made if the shareholders in the larger corporations are to get any return on their investment.

STEEL PLANTS IN WEST.

St. Paul capitalists are about to establish a steel plant and smelter near Cowley, Alberta. Winnipeg capitalists have turned over immense coal and iron deposits near Cowley to the syndicate, and the latter has taken an option on iron deposits for \$250,000. The ore is magnetite, adapted for manufacture of steel.

The Western Steel Corporation, who are to establish a plant on the outskirts of Vancouver, plan to erect blast furnaces, rolling-mills, bolt works and nail and screw mills. In connection with the steel works the company will lay out a townsite on ground situated close to the plant. The projected town will be patterned on general lines after the famous creation of the United States Steel Corporation at Gary, Ind.

THE METAL SITUATION.

The copper situation is getting worse as time goes on, instead of showing an improvement as many authorities anticipated. Last week prices in London struck the lowest level for some years, while in New York they got closer to the 12c mark than at any time during the year. There is no doubt that the market is glutted with copper, and with production still undiminished it would take an unprecedented rally in consumption to catch up with the output. As a matter of fact domestic deliveries in the States as well as the exportations are expected to fall off during the coming three to four months. If this is so, holders of copper in Europe will not be able to carry the metal and heavy liquidations must occur.

As we have pointed out the only real remedy is in the curtailment of production, and a business-like clearing of the decks of all superfluous weight. It has been argued that the lowering of the market to the 12 cent mark would naturally bring about the restriction in output so badly wanted as producers, who only make a profit at 12½ would stop. But the action would not be general, and at the slightest strength to the market again the old course would be pursued.

There seems to be only one good plan, that of a generally agreed upon reduction in output with a careful nursing of copper until the demand has had time to assimilate all the stocks that are threatening the market. It was done in the steel and it could be done in copper without inducing any hardship upon the buyer, and rushing prices up to a famine level.

The weakness in copper is hurting the other metals. Tin has not only to fight its own weakness in demand, but the sympathetic influence of copper. America is buying very well, however, and directly the market falls a few points the metal is snapped up in New York with the consequence that tin recovers again. Antimony seems to have had a little shove recently and prices are firmer than they were.

The pause in the pig iron and steel demand in the States seems to be passing away. Wall Street has slightly improved, and while there is a better feeling in the iron and steel trade. Inquiries are heavier and although the buying is still hand-to-mouth the feeling of depression lately noticed is not so pronounced. Prices are still lower than the producing interests like, but there is always hope when producers take hold of the root of the trouble and commence to blow out their furnaces.

FRUIT PRESERVING TIME.

With domestic fruit coming into the market merchants should not delay in bringing fruit canning supplies to the front. The local newspaper advertisement and the window should both feature the fact that the hardware store is prepared to supply all requirements in this line.

But is the stock in shape? If not that is the first thing to be looked after and supplies of fruit presses, cherry stoners, scales, pint and quart jars, rubbers, etc., not only put into stock but brought to the front.

The grocery is the place for housewives to buy their sugar and fruit, but the hardware store should be the supply depot for the articles required to preserve and contain the fruit. This is naturally a hardware line and grocers and druggists only get business in enamelware, glass jars, rubbers and sealing wax, where the hardwareman is neglecting his opportunities.

FIGHT THE HOUSE FLY.

Recent issues of the medical journals have devoted much space to literature on the fly and its menace to health, and a vigorous campaign has been started against the pest. Once flies were considered merely a nuisance, but since science began delving successfully for causes of the ills that afflict mankind it

HARDWARE AND METAL.

BOOKS MUST BE KEPT.

It is an offence against the criminal code to have neglected to keep books.

Under this section of the code a boot and shoe merchant, Toronto, has been charged with neglect and is now out on \$1,000 bail awaiting his trial.

He was originally a farmer near St. Catharines and exchanged his farm for a boot and shoe store at Drayton, moving later to Toronto.

The trouble arose from the fact that he misrepresented the value of his farm and stock, and suit was brought against him by the former boot and shoe merchant. The result was that judgment went against him, calling for a refund of \$3,205. He was forced to assign and when the assignees called upon him they allege they could find no books that would give any indication as to the nature of his assets and liabilities.

His arrest followed and he is now out on bail.

Whether he is convicted of the offence charged or not, this goes to show the importance attached to modern business methods by the law and the need of proper attention to details in bookkeeping in running a business.

WIN A PERSONAL FOLLOWING.

There is a future ahead of the store salesman who builds up a personal following among a store's customers.

The man who can make such friends that they will insist on having him wait on them, and depend largely on his judgment as to what to buy, is sure to be a necessity in the store where he works, and the larger his clientele, the better salary he will be able to get.

Often some really desirable lines go begging in a store. Such a man is in a position to push them far better than his co-workers.

It is not at all necessary to resort to favoritism—giving extra weight, etc.—to obtain such a following. The man who is invariably polite, knows his goods well, and is always willing to put himself out to serve a customer, will do so as surely as anything in this world is sure. Try the experiment.

EXTRA-PROVINCIAL LICENSE.

Vancouver, B.C., June 22.—The law respecting Extra-Provincial Corporations doing business in British Columbia passed at the last session of the legislature comes into effect on July 1st.

Regarding the licensing and registration of extra-provincial companies the law reads:

Every extra-provincial company having gain for its purpose and object within the scope of this act is hereby required to be licensed or registered under this or some former Act, and no company, firm, broker or other person shall, as the repre-

sentative or agent of, or acting in any other capacity for any such extra-provincial company carry on any of the business of an extra-provincial company, within this province until such extra-provincial company shall have been licensed or registered, as aforesaid.

This section shall apply to an extra-provincial company, notwithstanding that it was heretofore registered as a foreign company under the provisions of any Act, 1898, c. 13, s. 5; R.S. B.C., c. 44, s. 123.

Disabilities and Penalties.

If any extra-provincial company shall, without being licensed or registered pursuant to this part, carry on in the Province of British Columbia any part of its business, such extra-provincial company shall be liable to a penalty of fifty dollars for every day upon which it so carries on business, and so long as it remains unlicensed or unregistered under this Act, it shall not be capable of maintaining any action, suit or other proceeding in any court in British Columbia, in respect of any contract made in whole or in part within this province in the course of or in connection with its business, contrary to the requirements of this part;

Provided, however, upon the granting or restoration of the license or the issuance or restoration of the certificate of registration or the removal of any suspension of either the license or the certificate, any action, suit or other proceeding may be maintained as if such license or certificate had been granted or restored, or such suspension removed before the institution of any such action, suit or other proceedings."

When the act was being drawn up there was a provision respecting the doing of business through travelers or by correspondence, but at the last minute this was thrown out. It read:

Provided that taking orders for or buying or selling goods, wares and merchandise by travelers or by correspondence, if the company has no resident agent or representative and no office or place of business in British Columbia, shall not be deemed a carrying on of business within the meaning of this Act.

Provided, also, that the onus of proving that a company has no resident agent or representative and no office or place of business in British Columbia, or that it is not carrying on business in British Columbia, shall in any prosecution for any infringement of this section rest upon the accused, and

Therefore, all incorporated companies, doing business in this province in any way, should either obtain license or become registered before July 1st, as otherwise, they will be not only liable to penalties, but will be unable to maintain any action suits or other proceedings in the courts of British Columbia.

has been discovered that they were the carriers of disease germs and primarily responsible for many of the fevers that are deadly during the summer months. In the interest of health it therefore becomes important to devise means of eliminating flies or reducing their number by as many millions as possible.

The campaign against the house fly can be used to good advantage by live hardwaremen. It is not sufficient to advertise screen doors and windows. Garbage cans should be featured and instead of devoting all the space in the ad. to the articles advertised, some reasons should be given why the fly should be prevented from having free entry to foodstuffs and sickrooms and, in fact, should be exterminated altogether. Health officers have drafted the following suggestions which can be used by hardwaremen as a base for their arguments:

Keep the flies out of dwellings. Get screens for doors and windows. Be on guard all the time against them.

Keep screens over articles of food. Don't let flies get near the pantry, kitchen or dining-room. Have covers for all open dishes.

Be careful about the garbage can. Don't let flies collect around it. Keep the cover on all the time. You'll starve many of them to death if you do. You'll poison yourself and your neighbors if you don't.

If you keep a horse, be doubly careful. Horse manure is the best possible breeding place for typhoid flies.

Keep horse manure in covered boxes, and have it carted away as frequently as convenient.

Look out for decaying vegetables. Typhoid flies thrive on these.

Be doubly careful about keeping flies out of the sick room. They are likely not only to bring complications of new diseases, but to carry the invalid's disease to many others.

Keep the baby away from flies. They are apt to give it cholera infantum and dysentery.

Kill or drive out any flies which may find their way into the house. Show them no mercy.

Look carefully after cuspidors. This to apply to hotels, railroad stations, stores and other places where many people congregate.

If your neighbors are careless in these particulars, call their attention to it, or notify the city health authorities. You and your family are vitally concerned in this.

Never drink milk, coffee or water in which a fly has fallen.

It is cheaper to throw away a whole plate of butter in which a fly has fallen than try to cut out the portion nearest the spot.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Linseed Oil—Cut of 3 to 4 cents.
Turpentine—Advance of 1c.

Toronto.

Linseed Oil—Cut and advance.
Turpentine—Up 1c.
Shot Guns—Drop of 50c.
Spelter—Now \$5.75.

MONTREAL.

June 24.—Copper continues in a weak state, and although local quotations for ordinary jobbing lots are still around 13 $\frac{3}{4}$ c, concessions are made for fair-sized orders. Tin also developed weakness, but prices were not altered. Spelter, lead, and antimony were about the same strength as last week.

Local trade is very satisfactory, and users, while not buying freely, are taking plenty of metal in the aggregate. Large users are waiting on the market. The weakness in prices generally tempts them to hold off until they feel certain that they are buying at bottom figures, which, as a matter of fact, seldom happens, as most people hold off too long and are caught on the reaction.

Copper is very weak in the primary markets, and low figures have been posted, both in New York and London. Copper touched the lowest point of the year and buyers are shy. Tin, in sympathy, fluctuated, but held well under good purchasing on American account. The other metals have not shown much character. The depression in the United States iron and steel trade is not so apparent as it was. There has been more inquiry, although business is still of a hand-to-mouth character. Prices are undoubtedly weak, and more furnaces are being blown out. The immediate outlook does not seem to favor much improvement in buying.

Pig Iron—There is a good movement in imported pig, especially in Scotch grades. Deliveries are eagerly accepted, and there is no falling off in the amount of business placed for fall delivery. Canadian furnaces are working at full pressure for their own steel wants and for outside users. We quote: Domestic, \$22. Imported: Middlesboro, \$17 to \$17.50; Summerlee, \$20.25 to \$20.50; Cleveland, \$18, and Carron Special, \$20. Prices are still on the soft side in the States, with business of a hand-to-mouth character. No improvement in the volume of new business is expected for some months, and more furnaces are being shut down. This is the only way to meet the situation.

Tin—Tin is unchanged at 35c for ordinary jobbing lots, but a weakness was shown for good round lots. Trade has

been very good, although the average order has been on the light side. Still the aggregate business is very satisfactory. Tin in London has been fluctuating, the position of copper having had a depressing effect. Any shading of prices, however, brought out good American business, and prices generally went back.

Copper—While copper is still at 13 $\frac{3}{4}$ c for ordinary jobbing lots, good concessions are made for any fair-sized order. On the whole, business has been good, and the weakness developed in New York caused an increase in inquiries. Still it brought in no more extra business. Copper in New York has been in a very depressed state. Figures reached the lowest point during the year, while in London they touched the lowest point since 1903. Futures are weaker than they were, and prompt copper prices are accepted for delivery during the fall. This does not look cheerful for holders. The producers' statistics will not be awaited with very great pleasure, for the prospect is of a considerable increase in stocks. In the meantime production is not being checked.

Spelter—Spelter is unchanged at 5 $\frac{3}{4}$ c, under a fair demand. There is, however, not much character to the market. The primary markets are somewhat unsettled, and prices, both London and St. Louis are fluctuating, with a tendency to weakness.

Lead—There is no change in local quotations either for domestic or imported. The demand is moderate, with inquiries showing a fair amount of interest in the market. The English market shows a tendency to advance.

Scrap—The fall in crude copper has not yet affected scrap prices, the market being governed more by the question of supply and demand. Scrap has been somewhat free in Quebec, but on the tight side elsewhere. We make no changes: Heavy copper and wire at 11c; light copper bottoms, 9 $\frac{1}{2}$ c; heavy red brass, 8c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2 $\frac{1}{2}$ c; heavy lead, 2 $\frac{3}{4}$ c; scrap zinc, 3c; No. 1 wrought iron, \$12; machinery cash scrap, No. 1, \$16; stove plate, \$12.50; malleable, \$9; miscellaneous steel, \$5.

TORONTO.

June 24.—The metal market is entering the season of dullness, when sellers are working on contracts for the regular delivery of supplies to keep plants in operation, and buyers are waiting for the crop reports before entering into new purchasing arrangements. A fair trade is still being done in many metals, but the warm weather is not conducive to metal business.

The chief topic of discussion in metal circles is the probable effect of the Ham-

ilton merger on the prices of metals. For about a year past the Dominion Iron & Steel Corporation have been off this market, so far as grey iron is concerned, preferring to melt their products into billets, rods, rails, etc., thus leaving the market to the Hamilton, Midland and Atikokan furnaces, with such supplies as are received from Great Britain. Some pig iron has come in from the United States in spite of the duty, but not a large quantity. The Midland furnace being booked up, the Hamilton furnace has been kept busy in filling the demand.

While the outside markets are not favorable to an advance in pig iron, rumors have been heard of probable advances on wrought iron, bars, structural shapes, etc. While this may come at any time, it is considered unlikely by many that the merger will excite unfavorable comment and possible Government interference by advancing prices at this time.

Pig Iron—Owing to the coming in of boats following the opening of navigation in the St. Lawrence, coupled with the weakness evident in the iron market in the States, the ruling price for No. 2 foundry is now about \$17.50 on contract and \$20 in car lots. Many foundries are working on iron which is costing them \$21 and upwards. Present prices are about ten per cent. higher than quoted a year ago. Present business is of good volume, and the market is firm at \$20 for No. 2 Canadian foundry, and \$20.25 for Middlesboro No. 1.

Copper—The last word this week is a firming up in the market, but this metal has been dull and irregular all week at \$13.75. The local market does not follow the speculative market, so local prices are unchanged. A large quantity of the metal is going into consumption, but stocks are heavy.

Tin—Prices are more firm than a week ago, and the demand is more active. Stocks are on the light side. The price is unchanged at 35c per pound.

Lead—A firmer condition is reported in the primary markets with trade well maintained. Orders, though, are for small quantities. Imported lead is quoted at \$3.80, and domestic at \$3.75.

Spelter—Easier conditions have brought local prices down to \$5.75, there being very little demand for spelter at present.

Sheets and Plates—A better demand is reported, this being one of the best selling lines on the market. Stocks are in good shape, however, so there are no delays in making shipments. Prices are firm and unchanged.

Old Materials—No changes in quotations are reported. Heavy copper and wire are worth 11 $\frac{1}{2}$ c; light copper bottoms, 10c; heavy red brass, 9 $\frac{1}{2}$ c to 10c; heavy yellow brass, 8c; light brass, 6c; tea lead, 2 $\frac{1}{2}$ c; heavy lead, 2 $\frac{3}{4}$ c; scrap zinc, 3 $\frac{1}{2}$ c; No. 1 wrought iron, \$11; machinery cast scrap, No. 1, \$15.50; stove plate, \$13; malleable, \$8; miscellaneous steel, \$6; old rubbers, 9c.

HARDWARE MARKETS

MONTREAL.

June 24.—Trade shows the effect of the seasonable weather now being experienced, and sorting-up orders are coming in quickly and in good strength. Hammocks, garden seats, freezers, water coolers, ice tongs, ice chisels, refrigerators, are all in prominent demand, while harvest tools are showing strong movement.

Crop reports are now beginning to come in, and up to now the prospects look most rosy. No discordant note is expressed, and this should mean a very decided help to fall bookings. Travelers speak very confidently of future business, although booking up to now has been on the quiet side.

The fruit trees seem to be generally in good shape, and the preserving season should be a record one. Fruit presses, parers, kettles and jars are already moving in good strength. Scythes, hay rakes, and scythe handles are also prominent.

Prices are generally unchanged, with a firm undertone. Some copper lines show weakness, but apart from that there is nothing to note. Iron pipe is firm and concessions, which were at one time made, are now not given.

Seasonable Lines—The sorting-up demand has improved with the seasonable weather. Freezers, refrigerators, water coolers, ice chisels, hammocks, etc., have all been given a second lease of life. Lawn goods, however, are naturally falling off. General shelf goods are keeping up a good average, and no one is complaining about trade.

Builders' Hardware — The demand maintains its high level, and good assorted orders come in with great regularity. The market is firm, and we quote: Lock sets (inside), \$4 per doz. and up; lock sets (outside), \$13.20 and up; common rim locks, \$1.10 per doz.; porcelain knobs, \$1.10 per doz.; sash cords, 32½¢ to 33¢.

Bolts and Nuts—The market is unchanged with a steady movement in the most common sizes. Stove bolts show activity and apparently manufacturers are working hard on stocks. We quote: Discount on carriage bolts, ⅜ and smaller, 70; machine bolts, ⅜ and less, 60 and 10; coach screws, 75; stove bolts, 80 and 7½.

Miners' Supplies—The movement is quiet, although the consumptive demand at the various mines is reported heavy. Still the spring orders were large, and the demand has not yet cleared them off. We quote: Miners' picks, 16½¢; pick handles, \$1.85 a doz.; drilling hammers, 6¢ a lb.; crowbars, 3½¢; drill steel, 8¢.

Railroad Supplies—Orders have been of good bulk this week, showing that construction work is being vigorously pushed on. Drill steel, shovels, mauls, picks, and hammers are prominent.

Harvest tools—The crop reports now commencing to come in have tended to

stimulate business, and good sorting up orders are noticed. Scythes, hay rakes, hay carriers, ropes and elevators are prominent. The market is unchanged, and we quote: Harvest tools, 50 and 5 off; scythes, cast steel, \$6; better grades, \$7 and up; grass hooks, \$1.60 to \$2 per doz.

Heavy Hardware—Heavy hardware is in steady demand, with bar iron prominent. Iron pipe shows a stiffening in prices. No marked changes have been made, but all concessions have been cut off. We quote: Chain coil, ¼, \$5.25; ⅜, \$3.80; ½, \$3.50; ¾, \$3.25; 1 \$3.25; anchors, 40½¢ lb. up; merchant bar iron and mild steel, \$1.90; steam gauges, \$1.50 each up; injectors, \$4 to \$18 each; and steam gauges, 35¢ to 80¢.

Wire—A fair movement is reported in wire line. Hay wire is prominent.

TORONTO.

June 24.—The arrival of a spell of seasonable warm weather has helped trade materially and the jobbing houses are kept busy supplying rush orders of sorting goods. Screen doors and windows, wire cloth, hammocks, lawn mowers, lawn hose and couplings, ice cream freezers, water filters and coolers, lawn seats and swings, refrigerators, washing machines and churns, boys' express wagons, go-carts, bicycles, scythes, hay tools, building paper and poultry netting, are the lines which seem to be most active.

Shortages are developing in some lines, hose couplings and nozzles being one line which jobbers have had to do some scurrying for. Auger bits and shelf hardware are also reported scarce, with orders delayed in the filling. Some manufacturing firms have had to take their travelers off the road until they catch up with their orders.

Prices are unchanged, with the exception of American single-barrel shot guns, the price of which has been shaded 50¢ in both Canada and the United States. Instead of \$5.25, we now quote \$4.75.

Crop reports are encouraging and the outlook is for a good fall and winter trade. Travelers are booking fall goods, such as ammunition, etc., before taking their holidays.

Considerable interest is manifested over the formation of the Hamilton steel merger, and as to its probable effect upon the market. It is thought likely that as well as making savings in selling costs, that prices of nails, screws, bolts, etc., will be advanced in order to earn dividends for the shareholders in the big \$25,000,000 corporation.

Lawn Goods.—The demand continues unabated for lawn mowers, hose and couplings, stocks of the latter being very short, and jobbers unable to secure sufficient supplies from manufacturers. Sprinklers are a specialty which are also

selling well. Lawn seats, hammocks and swings are also subject to heavy sales.

Household Goods—Refrigerators are still selling, with freezers, washing machines and churns also good selling lines. Water coolers, ice picks, oil and gasolene stoves are moving actively. The coming onto the market of berries also notes the beginning of the fruit canning season, and from now on a big trade can be looked for in strawberry hullers, cherry seeders, fruit presses, apple parers, preserving kettles, gem jars, rubbers, sealing wax, scales, etc. Screen doors and windows have been selling actively and many electric fans have also been sold to persons having electricity in their houses.

Farm Tools—Hay rakes, scythes and scythe handles are active moving lines, with a goodly number of hay carriers also going out. There is also a fair movement in garden rakes and hoes.

Builders' Hardware—Stocks of shelf goods have been heavily called upon and some shortages have developed. Door sets, locks and knobs, butts and hinges are much in demand. Wire nails are selling in very large quantities and a lot of building paper and metal roofing is moving.

Heavy Hardware—Bolts and nuts are a lively article, with screws also quite active. Large quantities of iron pipe have also been called for. Stocks are in good shape.

Mechanics' Tools—A big call is noted for cement workers' tools, the increasing use of concrete creating a demand in all parts of the country. Carpenters', bricklayers' and plasterers' tools are likewise active.

Sporting Goods—Bicycles are becoming quite a feature in the jobbing trade, many retailers finding an increasing demand for wheels. With this line, boys' express wagons, toy wheelbarrows, collapsible go-carts, croquet sets, etc., are also sold in large quantities by hardwaremen. Campers' supplies are moving more freely, with fishing tackle, balls and bats, lacrosse sticks, tennis supplies, lawn bowls, etc. Roller skates are falling off in demand on account of the warm weather, but they should come in again in the fall.

U. S. METAL MARKETS.

New York, June 23.—The Iron Age says: The iron trade approaches the end of the half year with none of the decisive indications in view that have been expected to develop when that point was reached. The expiration of many contracts with June has long been heralded as though the industry would then enter upon a period of much curtailed operation. The fact is that in most lines the mills are fairly supplied with work for the summer, and the prospect is that there will be few shutdowns except those made for needed repairs or pending the adjustment of wages. The present scale of operations, as is well known, is from 10 to 20 per cent. less than in the first quarter of the year, and prices in a number of lines, particularly plates,

structural steel, sheets and wire, have yielded as demand has fallen off, but the recession has not become any more marked in the past month.

The new orders booked by the United States Steel Corporation are still exceeding those of the corresponding period in May, and the Corporation is now operating 81 per cent. of its blast furnace capacity. The conditions in the wrought pipe trade are plainly indicated

in the shutting down of the Riverside mills of the National Tube Company at Wheeling, with the connected steel plant, while both blast furnaces are idle.

Pig iron is drifting into dullness. The few sales made accentuate the weakness of recent weeks, and point to a dragging market for some time to come. Production is still excessive, and another blowing out movement is plainly in order.

HARDWARE TRADE GOSSIP

Ontario.

R. C. Misson, sales manager Sherwin-Williams Paint Co., Montreal, spent several days in Toronto this week.

C. A. Thomas, Western Ontario salesman for the Sherwin-Williams Co., Montreal, has left on a two months trip to Europe and the continent.

J. Laughlin, secretary of the Robertson-Godson Co., Vancouver, plumbing supplies, metals, etc., spent a few days in Toronto this week renewing acquaintances with his old co-workers at the James Robertson Co.'s works.

J. Walton Peart, who recently removed from St. Marys to join his brothers in a wholesale hardware business at Regina was in St. Marys last week moving his family to the west.

J. R. Thorne, the 20 year old son of Major J. O. Thorne, general manager of the Metallic Roofing Co., Toronto, was killed in an accident during the G.O.R. military pageant at Toronto this week. The horse he was riding as one of the performers became frightened at the rifle shooting and in falling Mr. Thorne received injuries which resulted in his death.

Quebec.

A. Leroux, hardware merchant, Montreal, has closed his business.

Beaunoyer & Brouillet, paint and hardware merchants, have been registered at Montreal.

C. Gagnon, Lacadie, Que., called on the hardware trade in Montreal during the week.

M. Prest, of the Toronto staff of the Canada Paint Company, Montreal, has been on a visit to the head office.

A. L. Wolfson, of the Turbo-Blower Co., New York, paid a visit to the eastern Canadian agent of the firm, W. H. Adams, Montreal.

The Universal Engineering and Mfg. Co., Montreal, have been authorized by the Dominion Government to change their name to that of the "Universal Vacuum Cleaner Co."

J. B. Damour, Ste. Philomene, Que., J. A. Paquin, St. Eustache, Que., G. Parent, Pointe Claire, and J. A. Moquin, Eastman, Que., have been callers on the Montreal hardware trade.

John M. Collins, of the Standard Sanitary Mfg. Co., Montreal, sailed for England yesterday on the S.S. Victorian with Hon. Chas. Doherty, K.C., and Henry J. Trihey, K.C., counsel for the Standard Sanitary Mfg. Co., in the appeal of the Standard Ideal Co., Port Hope to the Privy Council, which appeal comes up for hearing in July.

Western Canada.

W. W. Davidson has sold his hardware business at Drinkwater, Sask., to C. W. Thurston.

A. E. McClocklin, hardware merchant, Mortlach, Sask., has sold his business to Plaxton Bros.

Ed. Ritz, hardwareman at Lockwood, Sask., was recently married at Winnipeg to Miss McFarland.

H. B. Hunt, a hardware merchant of Medicine Hat, is erecting a two storey addition to his hardware store.

Ormond & Alexander, hardware merchants, Pincher Creek, Alta., have sold their business to Mr. McRoberts.

C. C. Ballantyne, president of the Sherwin-Williams Co., Montreal, is on a business trip to the Pacific Coast.

E. Burns & Co., hardware merchants, 138 Cordova Street, East, Vancouver, are closing their stock out before moving to their new location, 174 Pender Street, East.

A. W. Cooper, of Saskatoon, was found guilty of defrauding the Marshall-Wells Hardware Co., Winnipeg, out of goods valued at \$850 and sentenced to 18 months hard labor in Prince Albert jail.

United States.

William A. Hinds, president of the Oneida Community, with plants at Oneida, Kenwood and Niagara Falls, N.Y., died on May 28, in his seventy-eighth year.

Mr. Hinds, while still very young became interested in socialism. The Oneida Community was then in process of formation at Putney, Vt., and Mr. Hinds became one of its earliest members. In 1848 the Oneida Community removed from Putney to Oneida. Mr. Hinds came with the other original members, and, except for short absences in the interest of the Community, has resided at Oneida continuously ever since. In 1881, when the Community was reorganized as a joint stock corporation, Mr. Hinds was chosen a member of the first Board of Directors. He afterward filled successively the offices of secretary and of treasurer, and in 1903 was elected president, retaining this position until his death. Besides being president of the Oneida Community, Ltd., Mr. Hinds was a director of the Westcott Chuck Company; proprietor of the Hinds Paper Box Works, Niagara Falls, N. Y., and president of the Animal Trap Company, Lititz, Pa.

Great Britain.

Sir W. Vaughan Morgan, the veteran publisher of our British contemporary, the Ironmonger, has just resigned from the Board of Governors of the Hudson Bay Co., and his place has been taken by W. Mackenzie, president of the Canadian Northern Railway. Sir Vaughan was Lord Mayor of London some years ago.

WESTERN RETAIL ASSOCIATION.

Has Secured Charter Incorporating The Retail Merchants' Fire Insurance Company.

The work of the Western Retail Association with headquarters at Winnipeg is progressing rapidly, yet due care is being taken that a department is only added when required to meet a direct demand of the times or to supply some need of its members. Recently the association added a collecting department, which will be in the hands of a collector, who will collect accounts for the members. All members are being requested to send in the accounts they wish collected to this department and to forward to the office any information that might be of value to the collector or aid in the building up of an information bureau.

There are various committees at work from which good results are anticipated. Special mention might be made of the committee on general purposes, which is composed of a member from each of the trade sections and one representative from the country. The duty of this committee will be to take up and deal with any of the many general troubles that arise from time to time. Just now the committee has in hand a meeting with the wholesalers and jobbers for the purpose of devising some way whereby the retail trading by wholesale houses will be discontinued.

The new association has also secured control of a charter incorporating The Retail Merchants' Fire Insurance Company, with a capitalization of \$1,000,000. A prospectus has been issued and the shares are now being offered for sale at \$115 per \$100 share.

The company is organized on regular old-line principles and while the stock will be pushed amongst retailers, it is not exclusively so. In this way it is entirely different from the company which the Ontario Retail Hardware and Stove Dealers' Association has taken steps to organize. The latter is to be a specialized mutual company with no share capital and accepting insurance solely from members of the Retail Hardware Association.

The prospectus of the Retail Merchants' Fire Insurance Co. gives figures showing that eight Manitoba fire insurance companies in 1906 did \$15,993,856 worth of business. In 1907 the figures were \$25,439,057 and in 1908, \$33,505,246 an increase of over 100 per cent. in two years.

The organization committee of the new company includes: W. T. Devlin, shoe merchant; D. E. Adams, coal merchant; R. D. Richardson, stationer; W. R. Milton, baker; John Dyke, grocer, John Noxam, contractor; A. T. Connell, druggist, and W. S. Lafresnaye, accountant, all of Winnipeg; John Heibert, general merchant, Altona, Man., and A. E. Hill, general merchant, Griswold, Man. The secretary is George J. Hyndman, secretary Western Retail Association, 406 Travelers' Building, Winnipeg.

Trade News from the Atlantic to the Pacific

New Brunswick Iron Mines to Begin Shipping—New Stores at Renfrew and Berlin—The Loaning of Tools—Novel Screen Door Displaying Device—Big Demand for Bicycles—Motor Cycles in the West.

ST. JOHN.

June 22.—The raliway into Bathurst from Nepisquit Junction is almost completed and it is expected that the Drummonds will make their first shipment of iron ore from the Bathurst mines about the first of August.

The North End Early Closing Association, which is composed of employers and clerks in the north end of the city, who are in sympathy with the early closing movement, have petitioned the city council to enact a by-law compelling stores to close at 7 p.m., with the exception of three weeks before Christmas, and the usual evenings before public holidays, and Saturdays. The proposed by-law is not intended to apply to tobacco and cigar stores, confectionery or fruit stores, saloons, etc. The hardware stores in the north end are included in the measure. In the city proper the hardware stores close at six o'clock.

Colonel James L. McAvity, proprietor of McLean, Holt & Co., stove manufacturers and dealers, leaves next week for Sussex, where he will go into camp, as a member of the staff of Colonel Humphrey, D.O.C., of No. 8 military district.

HALIFAX.

June 22.—The wholesale hardware dealers report considerable improvement in trade especially since the fine weather has set in. Collections are also improving gradually and altogether the outlook for business is much better than was anticipated a few weeks ago. Hardware prices are firm in all lines with a tendency to harden somewhat. Ready mixed paints are all higher than for some time, owing, to the abnormally high cost of linseed oil and turpentine, and although there is some talk of a reduction in oil, so far prices have not been affected here.

Selling prices in Paris green are now controlled by a manufacturers' agreement. Some of the Halifax dealers are reported to have taken cover before it went into effect.

In the retail trade the dealers report business brisk. There is an exceptionally good demand for wire screens, netting and screen doors. Camp fixtures and fittings for boats and canoes are also in good demand. There is a heavy increase in trade for this class of goods during recent years, and every season it seems to be growing greater.

RENFREW.

June 21.—E. J. McGarry, formerly of Devine & McGarry, has started a new hardware business of his own account, and being well known, is receiving considerable patronage.

Hardware and Metal is informed that there has been a lot of cutting and slashing of prices going on and some one is bound to suffer in time.

BERLIN.

June 22.—Wm. Knell & Co., formerly in the plumbing business on Queen Street, Berlin, are opening a very fine hardware store in Berlin. Their new premises are on King Street a few doors from the Walper hotel.

SMITH'S FALLS.

June 23.—Owing to the growing trade relations between Canada and Germany, the Emery Wheel Manufacturing Company here are making up an order of over 500 wheels to be shipped to that country as a sample order.

BELLEVILLE.

June 22.—W. W. Chown Co., Belleville, have adopted a unique scheme which should commend itself to other merchants. They started recently to keep a register of all travelers calling on them, the name of firm, place of business, name of traveler, and his private address being secured. Judging from the number of names on the register they have a considerable number of salesmen calling on them. As one of the firm said: "It pays to be on good terms with travelers."

OTTAWA.

June 23.—The Laurentian Mica Company's premises on Bridge Street were gutted by fire on June 16. The loss is estimated at \$9,000, covered by insurance. About 175 girls are temporarily thrown out of employment.

TORONTO JUNCTION.

June 22.—The hardwaremen here have agreed to close on Wednesday afternoons during the summer. Last year they agreed to close their stores in the evenings but the agreement was broken. It is to be hoped that promises will be kept this time.

Noden & Hallet, are to build a new store this summer, a large display window being put in on the second floor, where a stock of furniture will be installed.

HAMILTON.

June 20.—The Canadian Shovel & Tool Co. announce that they will increase the size of their plant and install new machinery, enabling the output to be doubled.

The Canada Steel Goods Co., who have been so far behind with their orders that their salesman, L. N. Vanstone, was

taken off the road a couple of months ago, are catching up with their orders and Mr. Vanstone will start out again next week.

BADEN.

June 21.—Sympathy is expressed with John Lorentze, hardware merchant, of this town, in his sad affliction with his eyes. The specialists say there is danger of Mr. Lorentze loosing his sight in both eyes from cataract.

LONDON.

June 22.—The Commercial Travelers' Mutual Benefit Society will picnic at Port Stanley on July 23rd. This is their first picnic as a body. The organization has some 2,500 members.

Real estate transfers in London in May were 119 in number, the consideration being \$145,762. This is a considerable increase over May of 1909, as a result, probably, of C.P.R. purchases in the northeast.

CHATHAM.

June 22.—Local hardwaremen would be glad to learn of methods adopted elsewhere by merchants for dealing with the people who persistently run into the stores to borrow tools.

Telephone linemen are frequent offenders. "That," adds a hardwareman, "is the only extent to which they ever patronize local trade. When they run out of tools, they come rushing in to borrow from us; but later, after the lapse of days or weeks, when they get the necessary tools, presumably from their own stores, they return ours."

There are hosts of other offenders. Not infrequently merchants engaged in other lines of trade will send a boy in with a more or less peremptory request for the loan of a hammer, saw, file or some other tool urgently needed at the moment. There are of course many exceptions; but a large number of merchants seem to regard such loans as a matter of divine right, and never stop to think that the tool they borrow is part of the merchant's stock in trade, and that the marks of usage it inevitably brings back injuriously affect its salability.

The idea has been suggested that in lending tools the example of dry goods stores which send goods on "approval" be adopted—that is, that the goods be charged for at usual rates, and that the charge be struck off when they are returned promptly and in good condition. This, however, would lend an air of business to what is really an unbusinesslike proceeding, and would discriminate against merchants who buy their tools outright.

Jas. A. King, whose hardware store at 72 King Street was damaged by fire some months ago, will remove shortly to new premises at 44 King Street. The fixtures are now being installed, and Mr. King, who has been clearing out his old stock since the fire, will start with a complete new stock.

Wm. Baby, Sr., intends to erect a new opera house, the site being probably on a vacant lot adjoining one of his properties on King Street West. J. L. Wilson & Son, architects, have the plans.

Merchants are taking advantage of the sudden warm spell to boom the refrigerator trade for all it is worth. Screen

doors, lawn swings, and similar timely lines are also featured.

E. C. Briscoe, sporting goods dealer, has taken a motor cycle agency, in addition to his regular bicycle lines.

Negotiations are in progress for a merger of the four leading natural gas companies now operating in this district these being the Volcanic Oil & Gas Co., Leamington Oil & Gas Co., United Fuel Supply Co., and Northern Pipe Line Co. English capital is promoting the merger, which, if completed, will be followed by a big development of the resources of the gas fields, and extensions to London, St. Thomas, and probably other centres of population till now untouched.

Arrangements are under way whereby the Dominion Sugar Co., of Wallaceburg, will erect at that place a plant for the manufacture of denatured alcohol as a by-product of the sugar beet. The new factory, it is stated, will duplicate the present sugar factory and employ as many hands.

The Empire Oil Refinery, at Wallaceburg, is adding two new stills to its equipment. A plant for the manufacture of wax goods of all kinds is also being erected and equipped.

PORT ARTHUR.

June 22.—Much interest is excited here over an invention which may help to solve at least one important question; that is, a company is being formed to manufacture coalettes. This article, for both domestic and commercial use, has proved to be a great saving over hard coal. It is made from soft coal screenings, mixed with pitch, and compressed in such a way as to be practically indestructible in handling. It gives 25 per cent more heat than ordinary coal, and avoids the presence of smoke and also minimizes to a great extent ashes. An even more important point than all these is the fact that it will sell for a great deal less than hard coal, of which it is claimed to be the equal.

BRANDON.

June 17.—H. E. Burgess, with Brown & Mitchell, arranged a mourning window which they kept in during the week previous to the funeral of King Edward. An enlarged photo, mounted in a frame, was set on an easel hidden by the draping and the whole window was pocketed back in to the picture with royal purple and black. Coming down from the picture and covering the floor was a large Union Jack. The combination made a very effective display.

CALGARY.

June 20.—The question of buying in large quantities and getting the cash discounts is one that deserves much thought, declares a Calgary hardwareman.

"You may get a fair discount on a large bill of goods," he said, "but still you may be getting more goods than you want for the time being.

"In such a case you are only tying up your money when interest might be accruing on it in the bank and that interest might be even greater than the discount.

"Or the money might be used in getting a better assortment which is always desirable in any business; but when it is tied up in surplus stock one simply has to wait for buyers in that particular line or sell off at a loss or small profit.

"I believe," he added, "that that is what causes half the price cutting we hear of all over the country."

He advises that merchants be careful in buying large quantities of one particular article at one time.

WINNIPEG.

June 22.—Kenneth Macdonald, assistant manager, City order department, Ashdown Hardware Co., was drowned in the Red river Saturday afternoon, June 18. Deceased was 21 years of age, and had been with the Ashdown Company for the past five years.

G. H. Smith, city traveler, McClary Mfg. Co., has gone west for a few days to assist outside travelers in taking care of the trade.

J. E. Riley, hardware merchant, fraternal organizer, sportsman and farmer, has removed to his spacious farm at Oak Point, Manitoba, for two months. Mr. Riley weighs about 210 pounds, and heartily recommends hoeing corn as a flesh-reducer. During his absence Geo. Briggs is in charge of the store.

Local wholesalers claim that the demand for bicycles everywhere in the west is unprecedented in the history of the business. There is considerable difficulty in getting deliveries promptly. Motor bicycles are very popular this season and many hardware merchants are handling them with great satisfaction.

The J. H. Ashdown wholesale and retail stores are to have an outing on July 21 at Selkirk Park, about 20 miles from Winnipeg, on the Red river. The sports committee has collected over \$150 in prizes, and an elaborate programme is being prepared for the day.

James Feir, pricer in Wood, Vallance wholesale hardware house, has gone for a few weeks' vacation to Los Angeles, California.

The local Horse Show Association endeavored to create an interest in the event of the week (June 6—11) by offering prizes to merchants showing the best windows featuring the Horse Show. In the class open to hardwaremen, liquor and tobacco merchants, the prize was won by the Ashdown hardware store. The window was dressed by W. J. Ulsey and created much favorable comment. The following is the description: On a background of white cheesecloth a large horse's head, centre covered with old gold and royal blue. Radiating from this a prism to the extreme ends of the window of alternate blue and gold. Large show cards interspersed the strips of colors and gave an attractive appearance. The bottom and back to the height of about three feet were covered with an assortment of carvers, silverware, cutlery cabinets, fancy clocks, etc., etc. These goods all make for good business

during the June wedding season, and we did lots of it, as a result of the display.

VANCOUVER.

June 18.—The great item of interest to the shipping world of Vancouver is the development of this port for the shipment of grain from the Prairie Provinces to the Orient and the Old Country, in competition with the old-established routes via the Great Lakes. The work already done along this line is proof of the old adage that sometimes "the shortest way is the longest way around." Recently a company has been formed, backed by some of the city's best business men, aided by Alberta capital, for the purpose of developing this trade. The Canadian-Mexican Steamship line, trading between Salina Cruz and Vancouver, has been secured by this organization. With abundant wharfage facilities in this city, with extensive interior elevator connection in the Province of Alberta, and with the control of the Canadian-Mexican line, the company should be in a position to form a real factor next year in the handling of Alberta's grain.

No doubt there will be opposition from some of the old-established routes. No trade line ever yet gave up its advantages without a fight, but Vancouver and Westminster are bound to make a strong bid for the shipment of grain during the next few years; and Montreal will have to look to its laurels. Of course, in this connection the coming railway development in the north will prove an important feature, and Prince Rupert will eventually take part in this great work. The coast looks forward to great development in the completion of the Panama Canal, but the Government railway across Mexico is a big feature in the present shipment, and it is doubtful even if the Panama Canal, when completed, will be able to offer rates materially better than the present arrangement.

The rush to the north still continues apace. Land companies controlling large areas in the Bulkley, Nechaco and Fort George country, are pushing their colonization work through the central States, and the first stage of speculation has given away to the actual settler, who will go in and work the land and make it produce something to add to the commerce of the country and the wealth of the Dominion. Steamboat lines are being opened up in the interior, wagon roads are being developed, and the Government will certainly find plenty of opportunity for the investment of surplus funds in the maintenance of lines of communication for the settlers. Large areas of land have recently been reserved for actual bona fide settlers. This week's Gazette contains the announcement of large reservations in the Lower Campbell Lake, Campbell river districts, near the coast, and in the Lillooet, Cariboo and Bulkley valleys, Fraser lake and in the watersheds of the South Bulkley, Zungozli and Endaka rivers.

Gentlemen :

Our stock of window glass is equal to every demand. This portion of your business will boom as new buildings are near completion. Prompt shipments will please your customers. WE SHIP THE SAME DAY YOUR ORDER REACHES US. Try us with an order for Glass, Putty, Paint, Stain, Oil, Burlaps, or any other item required at once. THE GOODS WE MANUFACTURE AND JOB ARE GOOD GOODS. THAT'S WHY OUR BUSINESS HAS GROWN SO RAPIDLY.

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Good Goods. Right Prices. Protection for the Dealer.

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WINNIPEG

Unlimited Results can be assured by the sale of Quality Heating Apparatus

There is no question about light weight, poorly proportioned, low grade heaters meeting the demand for low price, but not the quality consideration.

The average house owner looking for a heating apparatus is not posted as to furnace construction and unless the Heating Contractor takes the time to discuss thoroughly Furnace Quality he will consider only first cost, which should be secondary to—Fuel Cost, Heat Distribution and Durability.

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WINNIPEG, MAN.

Manufacturers of Furnaces, Combination Heaters, Round and Sectional Boilers for Hot Water or Steam, Registers, &c.

We maintain an engineering department. Ask for our assistance when you have an out-of-way heating or ventilating problem to solve.

IT WILL PAY YOU to watch our Condensed Ad columns. There are many money-making positions there. You may find just ^what you want.

Western Canada Hardware Market Situation

**Our Western Correspondent Reviews the Market Outlook—
Hardware Quotations Corrected by Telegraph From Hardware
and Metal's Winnipeg Office up to Noon on Friday.**

Winnipeg, June 23.—The latest report from the country is very promising for a good wheat yield this year. For many weeks everyone was rather dubious but recent rains and the opening of warm congenial weather has brought the crop along well. Prospects, as usual, have greatly influenced the general trade of the country. Merchants have been buying carefully except in such lines as they were being pressed for and some of them have realized the mistake. Not only do they lose the immediate sale of an "out of stock" article but it is not convenient to get goods just when they are wanted. Manufacturers, too, are filled up continually and are unavoidably slow with deliveries. The policy of careful buying is of course commendable but there is a difference between careful and restricted buying.

Building operations have become so heavy that long sustained wire nail market has been advanced 10 cents in Winnipeg and Fort William. The output in nails alone is enormous. The general wholesale trade is very satisfactory, with fencing and threshers' supplies forming a large part of the trade. Wringers have also been advanced.

Winnipeg Hardware Quotations.

Axe Handles—Oval and octagon, s.g. hickory, \$3.50; No. 1, \$2.40; 2, \$1.80; p.g. oak, \$2.75.

Auger Bits—"Irwin" bits 47½; other lines, 75 per cent.

Bolts—Carriage ¾ and smaller, 65; 7-16 and larger, 55; machine, ¾ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3½; small lots 3; stove bolts, 77½.

Bar Iron—Bar iron, \$2.50; Swedish iron, \$4.75; sleigh shoe steel, \$2.65 spring steel, \$3.40; machinery steel, \$3.50; tool steel, Black Diamond, 100 lbs., \$8.50; Jessop, \$13.

Blocks—Steel, 45; wood, 60 per cent. Cut Nails—\$3.10 per keg base; pressed spikes, \$3.50 base, usual extras.

Copper—Planished copper, 33½c per lb.; tinned, 24c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, Etc.—Corrugated iron, 28 gauge, \$4; pressed standing seamed roofing, 28, painted, \$3.20; galvanized, \$4; 26, \$3.55 and \$4.35.

Canada Plates—Half polish, 6 and 7-inch, \$3.15; 8-inch, \$3.40; full polish, 6 and 7-inch, \$3.90; 8-inch, \$4.15.

Cleaves—7½ cents per lb.

Enamelware — Canada, 50; Imperial 60; Premier, 50; Colonial, 60; white, 70 and 10; diamond, 50; granite, 60 p.c.

Fittings — Wrought couplings, 60; nipples, 75; malleable fittings, 25; bushings and unions, 60.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron — Apollo, 16 gauge, \$3.80; 18, \$3.85; 20, \$3.80; 22, and 24, \$4; 26, \$4.20; 28, \$4.60; 30 gauge or 10¾-oz., \$4.80; Queen's Head, 20, \$4; 24, \$4.20; 26, \$4.60; 28, \$4.80.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37¾ p.c.

Grindstones—Per 100 lbs., \$1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, \$4.65; No. 2 and larger, \$4.40; snowshoes, No. 0 to No. 1, \$4.90; No. 2 and larger, \$4.65; steel, No. 0 to 1, \$5; No. 2 and larger, \$4.75; feather-weight, \$6.15.

Horse Nails—"M.R.M." cold process —No. 3, \$4.30; 4, \$3.80; 5, \$3.55; 6, \$3.30; 7, \$3.05; 8, \$2.85; 9, \$2.75; 10, 11 and 12, \$2.65 in 25-lb. boxes.

Harvest Tools—50 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks — Brush, heavy, per dozen, \$8.75; grass, \$1.70.

Iron Washers—Full box, 45 p.c.; smaller lots, 40 p.c.

Iron Pipe—Black, ¼-in., \$2.45; ⅜-in., \$2.75; ½-in., \$3.30; ¾-in., \$4.10; 1-in., \$5.80; 1¼-in., \$8; 1½-in., \$9.50; 2-in., \$12.70; 2½-in., \$20.80; 3-in., \$27.40; 3½-in., \$34.20; 4-in., \$39; 4½-in., \$43.50. Galvanized, ¼-in., \$3.40; ⅜-in., \$3.70; ½-in., \$4; ¾-in., \$5.25; 1-in., \$7.60; 1¼-in., \$10.35; 1½-in., \$12.70; 2-in., \$17.

Logging Chains—5-16, \$6; ¾, \$5.50; 7-16, \$4.70.

Lanterns—Cold blast, per doz., \$7; coppered, \$9; dash, \$9.

Poultry Netting—57½ per cent.

Petroleum and Gasolene—Silver Star, in bbls., per gal., 18c; Pennoline, 19c; Sunlight, 20c; Family Safety, 24c; Search Light, 22c; Red Rose, 25½c; Silverlight, 16c; Keystone special, 20c; engine gasolene, 24c-25c; acme lamp, 28c; White Lily, 26c; Royal, 24c; White Rose, 22c.

Paints and Oils—White lead, pure, \$6 to \$6.50, according to brand, bladder putty, in barrels, \$2.75; in kegs, \$3; 100-pound drums, \$2.75; turpentine, bbl. lots, 90c per gal; linseed oil, raw, \$1.05; boiled, 3c per gal. advance on this price.

Pig Lead—\$5. Lead pipe, \$6.

Rivets and Burrs—Iron rivets, 55 per cent. Copper, 8, 30c; 10, 32c; 12, 35c. Copper burrs, No. 7, 39c; 8, 40c; 10, 43c; 12, 46c. Copper rivets and burrs, No. 8, 31c; 10, 34c per lb.

Rope.—Sisal, 9½; pure manila, 11; British manila, 9½; lath yarn, 9½c.

Sheet Zinc.—Casks, \$7.75; broken lots, \$8.50.

Steel Squares.—45 off new list.

Shovels.—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 5 p.c.; all other grades, 45 and 5 p.c.; fifty cents

per dozen net is added to equalize eastern freights.

Solder.—21c per lb.

Screws.—Flat head iron, 80, 10, 10 and 10; brass, 75; round head, iron 80; brass, 70; coach 67½ per cent.

Stove Pipes. — 6-inch, \$8.69; 7-inch, \$9.31.

Terne Plates—I.C. plates, \$8.50.

Tin Plates.—I.C. charcoal 20 x 28 full box, \$9.25; ¼ box, \$4.87½; IX, full box, \$11.25; ¼ box, \$5.87½; IXX., full box, \$13.25; ¼ box, \$6.87½.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 30; japanned ware, 35.

Wire.—Barbed wire, 100 lbs., \$3.05; plain twist, \$3.40; staples, \$3.00; annealed wire, \$3 base; oiled, 10c extra; bright iron, \$3.20 base; brass spring wire, 29c base, plain galvanized wire, 6, 7 and 8, \$3.50; No. 9, \$3.10; No. 10, \$3.60; No. 11, \$3.70; No. 12, \$3.30; No. 13, \$3.40; No. 14, \$4.25; No. 15, \$4.75; No. 16, \$5.

Wire Nails.—\$2.90 Winnipeg and \$2.45 Fort William.

Wringers.—Royal Canadian, \$38; new easy, \$42.75.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letter-head and mention this paper to make clear that they are in the trade.

Ornamental Stained Glass.—Hobbs Manufacturing Co., London, have issued their 1910 catalogue dealing with the many kinds of glass they make or import, the 136 pages and cover giving a good idea of the diversity of lines they have in stock. Dozens of illustrations are given of art glass in colored designs, the printing being also in colors. These are suitable for church and memorial windows, for house decoration, etc. Leaded glass is also featured in numerous designs, as are also chipped plate, plain and ornamental, figured rolled plate, prism, maximum, obscured, annealed, bevelled plate, mirrors, plain and colored window glass, and other classes. Church windows are described in a separate catalogue. Every hardwareman should include one of these catalogues in his store reference library.

HARDWARE LETTER BOX

Any question on trade subjects will be answered by the editor in this department. Do you want any address, any special line of goods, anything relating to the hardware trade? Ask us. Letters from manufacturers, jobbers, travelers, retailers or clerks are solicited. Suggestions for trade improvement or discussions on trade evils are invited.

Fire Extinguishers.—D. D. Douglas, Campbellford, asks for the names of manufacturers of chemical fire extinguishers.

There are three Canadian firms making carbonic acid gas hand fire extinguishers approved by the National Board of underwriters: The Garth Co., 26 Craig Street West, Montreal; Victor Fire Extinguisher Co., Continental Life Building, Toronto, and the Stempel Manufacturing Co., Petrolia, Ont.—Editor.

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OUR PRICES FOR

PAINTS DRY COLOURS DISTEMPERS AND VARNISHES

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WE ARE MAKERS OF NEARLY
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Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for
hurried machine repairs.

All machine shops and railway
shops should have it.

Bridge builders, track layers,
and structural metal workers
have constant use for it.

Send for Description.

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The Value of Linseed Oil Depends Upon its Purity.

ANY foreign matter which may get into the oil in its manufacture, or after, decreases its durability as a paint ingredient. For this reason the greatest care must be exercised in every process of linseed oil manufacture from start to finish.

One of the many things we do to safeguard quality is illustrated below. We know the flaxseed must be clean to begin with, so we take the precaution of re-cleaning our flaxseed to remove as much of the foreign matter as is possible. The pile at the left represents a bushel of flaxseed as it is often used for making linseed oil; next is what we take out of a bushel for making our linseed oil, and the last pile represents the screenings we throw away.



If you are interested in securing the
linseed oil trade in your locality, write us
today.

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CANADIAN HEADQUARTERS AND PLANT,
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WAREHOUSES, TORONTO, ONT., WINNIPEG, MAN.,
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MANUFACTURERS OF
EMPIRE STOVES & RANGES
Fort William, Ontario.



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A Penetrating Preservative. Prolongs the life of shingles by retarding decay.
A **STAIN**, not a paint—an artistic, durable and permanent finish which cannot be obtained by a liquid paint or so-called shingle stain.

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WINNIPEG

THE CALGARY PAINT AND GLASS CO.

BUILDING AND INDUSTRIAL NEWS

For additional items see the correspondence pages. Information is solicited regarding building and industrial news, the incorporation of companies, establishment or enlargement of mills, factories or foundries, municipal waterworks and sewerage systems, railway or mining news, etc.

Industrial Activity.

The Strathroy Furniture Co., and Strathroy Canning Factory will both enlarge and make additions to their plants at Strathroy.

R. Graesser a manufacturing chemist, who has large chemical works in the North of Wales, will establish a chemical works at Guelph.

The Gordon, Ironsides & Fares Co., meat packers, will locate their western plant at Moose Jaw. They will commence work on the construction of their buildings in the near future.

Municipal Undertakings.

The by-law to spend \$4,000 on preliminary work for waterworks at Tosfield, Man., was carried.

The town council of Oakville have authorized T. A. Murray to prepare plans for sewerage disposal.

The Brouse-Mitchell Co., Vancouver, have secured the contract for the construction of waterworks in Burnaby, B. C.

Carriere & Wilson have been awarded the contract for the construction of the new sewer on Champlain Ave., Hull, Que., for \$2,850.

Public Buildings.

A new public school will be built at Dresden, Ont.

The C. P. R. will erect a station at Headingly, Man.

The Grt. Man. ratepayers carried a \$12,000 school by-law.

The \$179,000 schools by-law was carried at South Vancouver.

Tenders for erection of town hall at Hanover will be called shortly.

A new Presbyterian theological college will be established at Edmonton.

The \$12,000 by-law for school buildings, was carried at Dauphin, Man.

The Woodstock ratepayers will be asked to vote on an \$85,000 city hall by-law.

The plan of Hope & Barker was accepted for the new school at North Vancouver.

Plans are being prepared for a public library at Hanover on which \$10,000 will be spent.

A by-law will be submitted to the Chilliwack, B.C., ratepayers shortly for the erection of city hall.

Tenders will be called shortly for erection of an addition to General Hospital and Nurses' Home, Owen Sound.

Plans for the new post office at Chilliwack, B.C., have been prepared and site secured. Estimated cost, \$30,000.

The contract for St. Catharines General and Marine Hospital was awarded to Newman Bros, of that city for \$46,000.

Plans for the new government court house and police station at Stewart, B.C., have been received by the Government.

The contract for the building of the school for the Knoxville school district, near Estevan, Sask., was awarded to J. H. Wilson.

The contract for the erection of a hall building for the Canadian Amusement Co., Montreal, has been awarded to the J. Jacobs Co.

The contract for the new hospital building at Edmonton has been awarded to the Connell-Spencer Construction Co. at \$170,000.

The Toronto Board of Education will erect an addition to the Coleman Ave. school, also an addition to the collegiate on Malvern Ave.

A new Roman Catholic college will be erected at Chatham, N.B. It is being built under the direction of the Basilian Fathers, of Toronto.

The site for the high school at Victoria, has been selected at Spring Ridge, and \$30,000 has been contributed towards its erection.

The contract for building addition to and making alterations in high school at Arnprior, Ont., has been awarded to S. R. Rudd, at \$12,907.

The plans and designs of three new schools for South Vancouver submitted by J. H. Bowman, architect, were accepted. The cost of the three new schools totals about \$120,000.

The Grey Nuns have purchased the property, southwest corner Sherbrooke and St. Lawrence Boulevard, Montreal, for \$135,000 from the Molson Estate, and this will be converted into a hospital building.

Tenders addressed to J. Stocks, deputy minister of public works, Edmonton, will be received until June 30 for plumbing, electric wiring, ventilations and mechanical equipment in connection with a jail building at Lethbridge.

The Niagara Falls city council decided to submit three by-laws to raise money; one for \$15,000 to build a new assembly hall, gymnasium and collegiate; another for \$2,000 to repair the heating at the collegiate, and the third to raise \$2,500 to build a new fire hall.

The contracts for the improvements to the St. Thomas School at Hull, Que., have been awarded to A. Archambault and Caron Pepin. The former will install the heating apparatus for the sum of \$900, whilst the latter will put in ventilators throughout the building and erect a fire escape for the sum of \$2,300.

General Building.

Beveridge Bros will build a business block at Calgary.

J. Johnson will build \$40,000 apartment house at Winnipeg.

Dingle Bros, Winnipeg, will build a warehouse to cost \$25,000

A \$125,000 addition will be made to the Empress Hotel, Victoria.

T. C. Watkins, Ltd., will erect a warehouse and stables at Hamilton.

H. O. Lee will build a large business block at Vancouver, to cost \$100,000.

The Mason & Risch Piano Co. will build a six-storey building on Yonge St., Toronto.

The Petrie Manufacturing Co. will build a warehouse at Winnipeg, to cost \$22,000.

The Masons of Nanaimo, B.C., will build a new lodge building to cost \$30,000.

A. W. Frodsham & Co. will complete their block at Fort William. The addition will cost \$15,000.

A permit was issued to E. M. Rinehart for an apartment house at Vancouver to cost, \$12,000.

The Gallagher, Holman & La France meat market will erect a building at Winnipeg, to cost \$20,000.

A building permit was issued for extensive alterations to basement of Thomson Bros.' block, Vancouver, \$35,000.

The Massey-Harris Co., Toronto, propose building a club house, etc., for their employees near their factory. Estimated cost, \$100,000.

Recent building permits issued at Winnipeg include: Dunn and Wallace, dwelling, \$5,000; A. C. Galbraith, ten houses, \$25,000; D. R. Williams, two dwellings, \$7,000; T. Ferguson, four dwellings, \$10,000; J. Leslie, house, \$5,000; J. Christie, two houses, \$6,000; Mrs. C. Gerrie, \$12,000 residence; Superior Fuel & Coal Co., \$10,000; Winnipeg Canoe Club boat house, \$5,250; Forseng and Monsom, dwelling, \$5,000; B. Skipworth, dwelling, \$6,600; C. Guarino, two houses, \$5,750; T. Wilson, two houses, \$9,000; G. H. LaPlante, two houses, \$6,500.

New Companies.

The Universal Metals and Aluminum Solder Co., Quebec; capital, \$100,000; to manufacture and deal in solder for all metals including aluminum, and also to manufacture all kinds of metals. Incorporators, H. Dussault, J. E. Dussault, Levis, Que., and O. Turgeon, Quebec.

STOVE SELLING POINTERS.

Urge your customers to give you the order to repair their heating stoves and furnaces now. That will give you and the customer more satisfaction than to wait until cold weather.

Don't use the stoves on the display floor for catchalls. The top of a cook stove presents an inviting place on which to put small things temporarily, but that it is not what it is for.

While the business in second-hand stoves is not as heavy at this season as it is in the fall there is nearly always an opportunity to do something in this line. Families moving frequently wish to dispose of their stoves, and there is always a chance of trading a new stove for an old one. The dealer can make a good thing out of this sort of a trade, providing he does not allow too much for the old stove. During the dull months of summer the second-hand stoves can be repaired and put into shape for the fall trade.

ALL INGOT METALS IN STOCK

A. C. LESLIE & CO.,
MONTREAL LIMITED

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR
PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

**NOVA SCOTIA STEEL
& COAL CO., Limited,**
NEW GLASGOW, N.S.

Manufacturers of

**FERRONA
PIG IRON**
and SIEMENS-MARTIN
OPEN HEARTH STEEL

IVER JOHNSON SAFETY AUTOMATIC REVOLVER



The New Iver Johnson has features of absolute safety and durability found in no other revolver at any price.

Has No Flat Springs

The Iver Johnson is the ONLY revolver entirely equipped with spiral or round-wire springs, such as are used in U.S. Army Rifles. The

"HAMMER THE HAMMER"

safety lifter, exclusively in the Iver Johnson, makes accidental discharge absolutely impossible. The only possible way you can discharge an Iver Johnson is to *pull the trigger*.

Here Are Features Worth Talking About

Vanadium Steel Safety Lifter
Permanent Tension Wire Springs
New Cylinder Stop—best in the world
The most perfect grip

No other revolver has the exclusive selling points embodied in the Iver Johnson. Therefore no other revolver sells so easily and gives such satisfaction.

Send for Dealer's Proposition

IVER JOHNSON'S ARMS & CYCLE WORKS

Makers of Iver Johnson Single Barrel Shotguns and Iver Johnson Truss Bridge Bicycles
Factory and General Sales Office: 330 River Street, Fitchburg, Mass.

New York: 99 Chambers Street

Pacific Coast Representatives:
Phil. B. Bekeart Co., San Francisco, Cal.

THE SECRET OF GOOD IRON IS IN THE HEATING.

That is the reason
London Bars

have such a large sale among
the builders, contractors,
blacksmiths and iron workers.

Are you selling them,
Mr. Hardwareman?

**LONDON
ROLLING
MILL CO., LTD.**
LONDON, CAN. ®

Sales Agents:
Ontario, Baines & Peckover,
Toronto
Manitoba, Bissett & Loucks,
Winnipeg

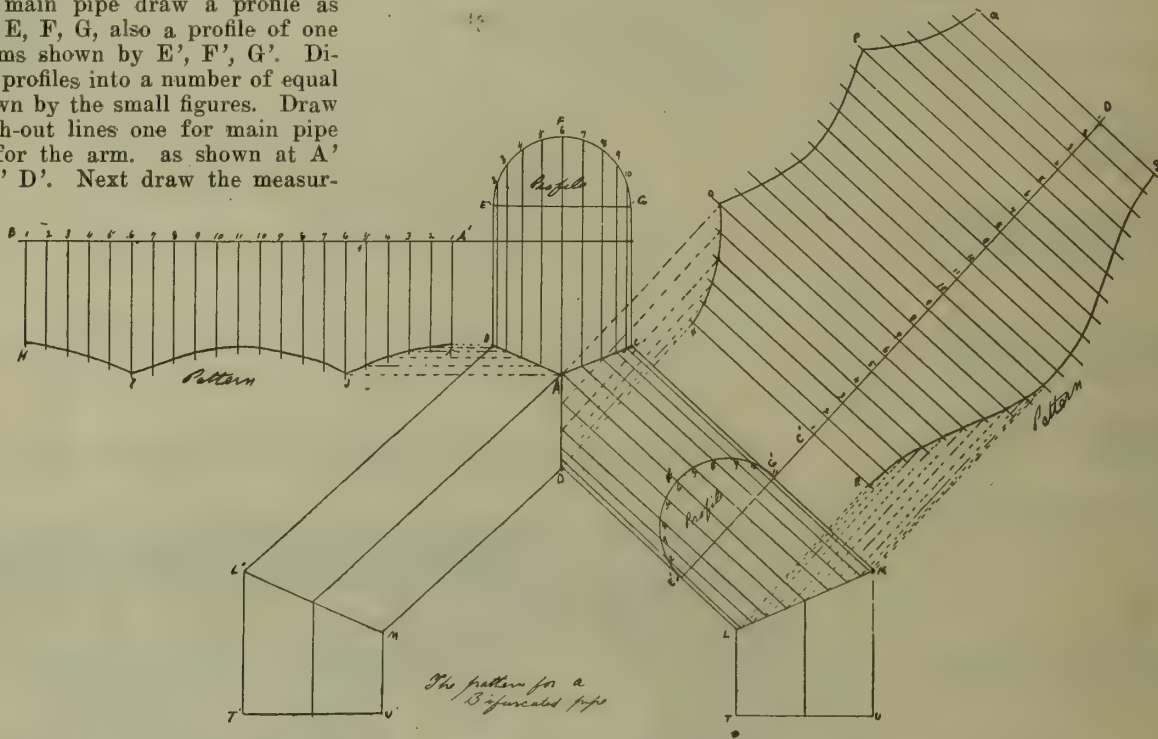
Cutting Patterns in the Tin Shop

Readers of Hardware and Metal are Requested to Make Use of this Department—Questions Regarding Patterns Will be Answered by Experts—Discussion is Also Invited on Any Matter Pertaining to the Tin Shop.

BIFUCATED PIPE PATTERN

First it is necessary to make a correct drawing of the intersection of the parts showing the mitre lines, and next divide the arms and main pipes into two equal parts. With lines drawn through the centre, the correct mitre lines will be shown. Thus the intersection of the three lines at A gives the point at which the mitre lines start. The points B, C, D, must meet. In line with the main pipe draw a profile as shown at E, F, G, also a profile of one of the arms shown by E', F', G'. Divide both profiles into a number of equal parts shown by the small figures. Draw the stretch-out lines one for main pipe and one for the arm, as shown at A' B' and C' D'. Next draw the measur-

itudinal edges bent upwardly and inwardly to provide an upstanding right angular flange having a vertical portion and an inturned horizontal portion. A second rectangular sheet has one of its longitudinal edges bent to provide an upstanding angular flange having a vertical portion. An outwardly projecting horizontal portion and an edge portion are folded under the outwardly project-



ing lines. Draw lines from the points in profile E, F, G, to meet mitre lines at B, A, C. Then with the T square, at right angle to G, C, carry points of mitre line C, A, B, into measuring lines of corresponding numbers. A line traced through these points as shown at H, I, J, K, will give the mitre cut for main pipe. Next draw lines through the profile E', F', G', to meet the mitre lines at D, A, C, and L, M, and with the square at right angles to L, D, drop points in mitre lines L, M, and D, A, C, to corresponding numbers in measuring lines as shown at N, O, P, Q, which will be top of arm and R, S, the cut for bottom of arm. The cut R, S, is the same as an angle elbow and can be used to finish the pipe shown at L, M, T, U.
W. J. R.

NEW FORM OF ROOFING.

Floyd Moffett of Forest, Ohio, has patented a roofing which comprises a rectangular sheet having one of its long-

ing horizontal portion, the inwardly projecting horizontal portion of the flange on the first sheet being adapted to enter beneath the outwardly projecting horizontal portion and the edge portion on the second sheet. The engaged horizontal portions of the two sheets are adapted to be bent downwardly. A locking and attaching strip has a horizontal end disposed beneath the first sheet, the angular upstanding portion to engage the outer faces of the vertical and horizontal portions of the angular flange on the first sheet. There is a double fold to receive the edge portion of the flange on the second sheet and adapted to be bent downwardly with the horizontal portions of the flanges of the two sheets, the strip also having a free end extending vertically and engaged with the outer face of the upright angular portion of the flange on the second sheet, the free end being bent over the flange and downwardly in a direction opposite to the folding of the flanges of the two sheets.

PRICE CUTTING.

To cut or not to cut, that is the question.

Whether 'tis not better in the end To let the chap who knows not the worth

Have the work at cut-throat price, or To take up arms against his competition And by opposing cut for cut end it. To cut—and by cutting put the other cutter

Out of business—'tis a consummation Devoutly to be wished. To cut and cut Perchance thyself to get cut too.

Ay, there's the rub, for when one starts

To meet the other fellow's price, 'tis like as not

We'll find we are up against a wall of brick,

And that cut and cut will not end the confusion

Or one of the many evils the trade is pestered with.

Nay, nay, don't cut; 'tis but the fore-runner

Of debt and mortgage and all such ills.

'Tis well to get the price the work is worth

And not be bullied into selling

For what so and so is fool enough to take.

Price cutting is positively unseemly,

And fit only for the man who knows not

What his work is worth, and who 'ere long

By very stress of lean profits which make

'Twixt bank account and liabilities

A gap so wide that through it

He makes his exit from the business.

(With apologies to William S.)

The smaller the town the more frequently window displays should be changed.

The main scheme of a window display should be carefully thought out before any work is put into it.



No. 16

THE MAN WHO CARES.

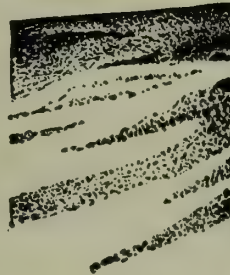
Know your goods and have faith in them is an old business adage of great wisdom. No salesman can talk intelligently or convincingly about an article unless he is conversant with all its leading points, while certainly he will not inspire the customer with enthusiasm if he has but poor belief in its quality. In paint, varnish, and allied lines, probably more than in any other department of the hardware store, is quality the main consideration.

It is the quality, and not the price paid, that makes a tin of paint a dear or a cheap article. The value of paint is to be judged by the length of time it fulfils the object for which it was used, and not the cheapness of the original price. The cost of painting a house twice within three years with inferior paint, is much greater than that of painting a house once in three years with good paint.

Quality therefore is the great talking point of paint, and the merchant should be convinced that his lines are of the best quality or he will be without its greatest pulling power. An advertiser of Hardware and Metal in a powerful advertisement used the following expression "The man who doesn't care what varnish he sells will soon sell none." This is true in every way. The merchant who is sure that his lines are the best on the market is enthusiastic over them, he is proud of them, and he is determined to make his district a convert likewise. He takes trouble to find out what are the strong selling points of his brands, and wherein they are superior to his competing lines. He can then, backed up by quality, put up a selling argument that is irresistible. Best of all he knows that the actual test of the paint will bear out what he says.

The merchant, however, who has not this belief in the quality of his paint is hopelessly out of it. He cannot talk enthusiastically or convincingly, for he knows that when the actual test comes his words will be proved to be false, and his customers will have no faith in him. Quality is so important that no merchant can afford to have any doubt on this point. If he does not think that his lines are of the best, then he should lose no time in seeking out a line that is better. To sell paint or varnish, or whatever it may be successfully and to keep faith with your customers you must have belief in your lines.

In his selling arguments a merchant should not go out of his way to knock



Sample tins, color cards and all the interesting details sent you when you write our nearest place.

6 Morse St., Toronto
108 Princess St., Winnipeg
550 Beatty St., Vancouver

YOUR store can safely sell one brand of paint and be sure your fussiest customer will come back and tell you he is satisfied. These paints come in tins labelled

M-L PURE PAINTS

Two coats equal three of other paints. Yet your profit is just as satisfying. The paint is more so—that's why. Suppose you write us and ask us for proof.

Imperial Varnish & Color Co.
Limited
TORONTO, ONT.

"M.R.M." HORSE NAILS



Blacksmiths to-day demand Horse Nails of reliable quality.

"M.R.M." Horse Nails meet this demand, being made from Swedish soft steel rods by the new cold process, possessing great holding and driving qualities.

Hardware dealers can make a good profit by stocking this popular brand of Horse Nails.

THE MONTREAL ROLLING MILLS CO.
MONTREAL

other lines, but certainly if the customer draws comparisons it is then justifiable for the merchant to show why he claims superiority for his own lines. To do this in a convincing way he must not only know the leading points of his

own paints, but the weak ones in those of others. There is one thing certain—the merchant who does care what paint and allied lines he handles is the man who is going to show the best results at the end of the year.

PAINT AND OIL MARKETS

MONTREAL.

June 24.—During the week linseed oil received another severe shaking, and declined some 3 to 4 points, but the market rallied towards the end, and prices looked to be in for an upward movement again. Turpentine became stronger and was advanced 1c. The other lines are unchanged.

Shipments are still unusually heavy, and a very satisfactory tone is apparent in all directions. A strong movement is very noticeable in heavy lines, such as white lead, venetian reds, oxides, golden ochres, and the more medium priced varnishes, tending to show that industrial conditions are exceedingly brisk throughout the country. There is no diminution in the volume of liquid paints and shipping departments are hard pressed.

Turpentine.—A better demand, and stronger figures generally in the primary markets have advanced local figures. There is a better tone to the situation, and we quote 81c.

Linseed Oil.—Opening badly with a reduction of 3 to 4c, firmness developed itself later on owing to higher figures in the English market, and the market took on a tone that was unexpected, and advances may occur at any moment. There is now no concessions for future delivery. The demand is keeping up splendidly. We quote 83c to 84c for raw, and 86 to 87 for boiled.

White Lead.—Heavy shipments are reported on sides, and there is a general firmness noticed. The good weather conditions now prevailing have induced plenty of outside painting, and this has naturally influenced white lead. The market is unchanged, and we quote \$5.50 to \$6, according to brand, and No. 1, \$4.50 to \$5.50, f.o.b. Montreal.

Paris Green.—The demand has been very active for Paris green. Stocks in one pound packages are rapidly being depleted, and dealers will do well to see that their lines are well assorted. Reports state that the farmers are having severe fights with the potato bug in most districts. Prices are unchanged.

Varnishes.—Not only is the demand heavy in tins, but varnishes and japans in barrels are in very active call. Quotations on nearly all these lines were advanced some time back, but this has not affected the demand in any way. It is evident that when people want to paint they do not consider the cost.

TORONTO.

June 23.—The feature of the paint markets this week was the reaction in the linseed oil market. For some time there has been a gradual decline and at the beginning of the week the figures were down to 80 cents for raw and 83 cents for boiled oil. The weakness in the English market, which had been the cause of the low prices quoted here, came to an end, however, and with the

turn of the tide there, a similar reaction followed on this market. Turpentine, too, is stronger than a week ago.

The shipping staffs at the manufacturers and jobbing houses are very busy filling orders for mixed paints, white lead, oil, etc., this being a rush season for house painting, manufacturers are also taking a good share of the output. Paris green is another line which is selling freely, the warm weather having brought out the bugs which are so destructive to vegetable life.

Linseed Oil.—During the past week linseed oil has been quoted as low as 80 and 83 cents in Toronto, many orders being placed at the low figures. On Tuesday, however, word of the advance in the English market reached the local jobbers and prices jumped back to about where they were a week ago. At the high price of flax seed the crushers claimed they were losing money at the low figures. It is interesting to note, however, that the Canada Linseed Oil Company, Montreal, is planning to build a crushing mill on a site in Toronto purchased some time ago. We quote 87 cents for raw and 90 cents for boiled, but these figures are 3 cents higher than quoted by two firms selling on this market.

Turpentine.—The price for turpentine at Savannah and Jacksonville advanced from 3 to 3½c per gal. last week so that the price for both turpentine and resin in the Southern States contrary to expectations is still very much higher than was anticipated a month ago. The local jobbers have advanced prices one cent the ruling figure being now 83 cents. This is being shaded in some quarters, however.

White Lead.—A splendid movement is noticeable in this article, the warm weather being favorable to its sale and use in large quantities. Prices continue firm and unchanged at \$5.90 for decorators' pure.

Red Lead.—There is also a fair quantity of red lead moving but the market is without special feature, the figures standing at \$4.75 for genuine in casks.

Paris Green.—Sorting orders are beginning to come in, this showing that stocks in retailers' hands are being called upon heavily by consumers. Conditions are favorable to a large use of this line this season but a shortage is not expected. We quote 19½ cents in 50 and 100 pound drums.

Petroleum.—The sale of gasoline this year has reached record figures, the de-



EVERLASTIC

(REGISTERED)

Quick Drying Floor Varnish

is a Brandram-Henderson specialty. It will do justice alike to soft wood floors unpainted, painted or stained, or to the very finest hard wood flooring. Note these qualities:

It dries hard and really comes mighty near being "everlasting."

It is tough and "elastic," and does not easily scratch or mar.

It dries dust-free in about eight hours, has a fine lustre and can be walked on next day after application.

EVERLASTIC is one of three splendid Household Varnishes which should be stocked together, the other two being Dependon Light Hard Oil Finish and Gold Medal Inside and Outside Varnish.

These three Varnish Specialties are put up in extremely handsome lithographed cans—and we furnish you with an attractive hanger in colors. Write to-day for prices.

Brandram-Henderson

Limited

Montreal

St. John Winnipeg

Halifax

Toronto

A Sure Sign of Success



It's a sure indication of increasing trade when a dealer starts handling the **Martin-Senour Line**. There's a paint for every purpose and every paint is perfect for the purpose for which it is made—inside, outside, for furniture, floors, dwellings or stores, for iron or wood or brick it is good—in the house, on the stack, in front or in back, on the ceiling or roof, in all weathers it's proof, and will wear like a board on door sill and stair.

YOU CAN'T BEAT IT

for quality and appearance; it means bigger and better business year after year. Better get in line and put up the success sign over your door. It will mean that you'll sell more paint and make more money than you ever have before. Write to us today. There's nothing gained by delay.

THE MARTIN-SENOUR COMPANY, Limited
Montreal Pioneers Pure Paint Chicago

The Winnipeg Paint & Glass Co., Ltd.
WINNIPEG

The Maritime Paint & Varnish Co., Ltd.
HALIFAX, N. S.

Moore's House Colours

One of the famous MOORE LINE, made in Canada. These colours have for years held their own against a host of rivals because of the purity of their ingredients, and the care and skill used in their manufacture. The retailer gets a first-class paint at a reasonable price, because we don't spend immense sums on magazine advertising. Our policy is to put all the money into the paint and to leave it to advertise itself. If you are not yet handling the MOORE LINE we would like to send you colour card and prices. A trial order will convince the most sceptical. Write us to-day.



Benjamin Moore & Co., Limited
WEST TORONTO

New York Cleveland Chicago

mand starting early in March and continuing without respite since. Coal oil is also selling freely for use in oil stoves. Prices are unchanged. Prime white is 13c; water white, 15c; and Pratt's Astral, 17c. Benzine is quoted at 15c and motor gasoline at 17c.

OPINION AS TO THE PAINT DEPARTMENT.

Some merchants find the paint business profitable. Others regard it as a good line to handle because of the trade it brings in other lines, while still other merchants do not consider it a paying department.

These views are expressed in letters lately received from hardware merchants. One firm writes that it handles paint and finds it a profitable business. It uses different methods in pushing this line. Advertising is done in the local papers, letters are written to property owners, tree and fence signs are freely used, and the firm, above all things, keeps "on the sunny side of the painters."

Referring to newspaper advertising generally, the company finds that it pays to advertise just one thing at a time, and in this way better results are obtained. One week paint is advertised, builders' hardware another, stoves and ranges the third week and farming implements the fourth week.

One hardware house finds paints a satisfactory line to handle; not so much for the profit that it produces within itself, but for the trade attracted in other lines. The company handles the best paint the market affords, and sticks to an old reliable line. It is considered a nice clean business, and no trouble to handle along with its other lines. Selling plans include personal solicitation, together with a follow-up system by mail.

Oils and paints have been handled for many years by another concern, which states that it has not found it a profitable part of its business. It is explained that oils and paints in that territory are always sold at such a very close margin of profit that it does not justify merchants in spending much money trying to sell them.

Under the last mentioned conditions it would certainly pay merchants in territory of this kind to get together and come to some understanding, not necessarily an agreement, as to minimum prices on this line of goods.

The merchant who takes the initiative in a movement of this kind may be agreeably surprised at the reception he receives and the willingness of competitors to aid in putting this department on a paying basis.

COST OF COMMODITIES COMPARED

Editor Hardware and Metal,—In your valued issue of last week you have an item headed as above by B. C. Hazlett, Chicago. In an argument to explain the advance in liquid paints he states that the purchasing value of the staples of life, as well as of labor, has increased

100 per cent. Leaving out labor for the present, I draw attention to the figures mentioned by Mr. Hazlett. He quotes as being the prices thirty years ago:

Oats—15c per bushel; whereas, they were quoted in 1880 at, lowest 29c, highest 35c, in the Windy City.

Corn—Mr. Hazlett says, 20c bushel; Chicago price, same year, 46c lowest, 62c highest.

Wheat—Is given at 70c, but the lowest in 1880 was \$1.13, and the highest \$1.40, on the Board of Trade, Chicago.

Flax Seed—80c bushel. My data only goes back twenty years. In Chicago in 1890, flax seed varied from \$1.20 to \$1.64 per bushel, and for October delivery, 1910, it is quoted to-day at \$1.68.

Surely Mr. Hazlett must have been misinformed as to the figures prevailing in times gone by, for "the commodities of life," or was he drawing upon his imagination, like old Cy. Sloper, at Prout's Neck, Maine, the oldest inhabitant, who says that when he came over in the "Mayflower" he could "buy a turkey weighing 75 pounds for two 'bits.'"

The reason paints have not advanced in the same ratio, say, as beef, is because nature is lavish in her supplies of the raw material. Processes have been quickened and machinery has largely superseded hand labor.

WILLIAM H. EVANS,

Superintendent of Sales, Canada

Paint Company.

Montreal, June 14.

NEW BRUNSWICK BARYTES.

Continuing their policy of mining and manufacturing every possible item which can be obtained in Canada, the Canada Paint Company, have in addition to their mines of oxides and graphite, been looking round for workable deposits of Barytes. They have now succeeded in exploiting a large mine near Memramcook in Westmoreland County, New Brunswick on the I. C. R. Some of the Canada Paint Company's staff are already upon the ground, and as quickly as mining machinery can be procured it will be shipped to Memramcook, and an endeavor made to work this season. Large supplies of high grade Barytes have hitherto been imported from Germany and the States.

JUST PAINT.

Paint is like a dog—abuse ruins it. Treat it kindly and it is your faithful slave.

The time to cure a case of peeling is before the paint is applied.

Haste in "getting the job finished" is paid for—with interest in "making good" the failure.

Good paint on a bad surface is likened unto a house builded upon the sand.

When you sow thistledown you do not expect to reap sugar cane. When you use paint improperly you should not expect good results.

Moisture under the paint is a thousand times worse than moisture in the paint.

"An ounce of prevention is worth a pound of cure"—cure the faulty conditions and the paint will need no cure.



"CUMOFF"

ENGLISH:

"Come Off"

SCOTCH:

"Come Awa'"

FRENCH:

"O-ter"

C. P. CO.:

"Cumoff"

IRISH:

"Faugh-a-Ballagh"

GERMAN:

"Geht Ab"

RUSSIAN:

"Kumoffsky"

"CUMOFF"

is used by painters of all nationalities in Canada, who have discarded the obsolete and dangerous process of firing.

"CUMOFF"

PAINT and VARNISH
REMOVER FOR USE ON
WOOD OR METAL

Removes Old Paint, Varnish, Shellac or Enamel, leaving the surface ready for re-finishing.

Will not raise the grain of the wood.

HAS NO DISAGREEABLE ODOR. Will not injure the hands. Will not destroy the brush.

Specially useful on Mouldings, Carvings and the re-finishing of old Frames or Cabinet Work.

"CUMOFF" is manufactured
only by THE

CANADA PAINT
COMPANY, LIMITED

Creosote Shingle Stain

Have you posted yourself about these beautiful stains which are so much in style now?

Every once in a while somebody walks into a store and asks about them. If you don't know about them, perhaps the other fellow does.

To commence with, here is what the cans look like.



These are what are known all over Canada as

Ramsay's Creosote Stains

unexcelled by any make whether produced here or in foreign countries, and if you want to know more about it, which will be to your own interest, write us for color card and prices.

A. RAMSAY & SON CO.
Estd. 1842 The Paint Makers
MONTREAL

NEW ERA PAINT

The **Paint Profit Problem** has been solved by the Hardwaremen who handle NEW ERA PAINT.

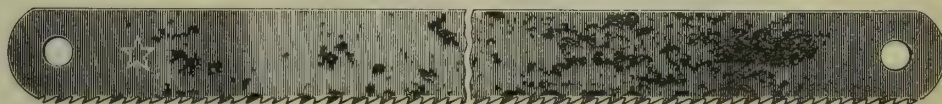
"New Era" Paint covers more surface, holds its color better and lasts

longer than any other prepared paint, and invariably proves an honest satisfaction-giver. Here's a line for every up-to-date merchant—a line that pays well to handle.

WRITE FOR PRICES

Standard Paint & Varnish Works Co., Ltd.
WINDSOR ONT.

When the Very Best Goods Made



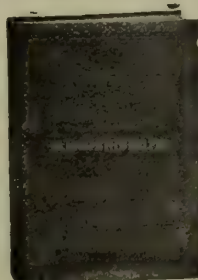
sell at the very lowest prices, it does not require much sagacity to form a pretty close estimate as to the direction the orders take. Have you ever, in all your life, heard of cheaper goods than **Star Hack SawBlades** at present prices? Our new list on this line is

\$3.50 3.75 4.00 4.50 5.00 5.50 6.00 per gross
6 7 8 9 10 11 12 inch

Star Blades are not only cheaper than prior to Jan. 1st, but are infinitely better than those made a few months ago. You can hold your customers by supplying them with Star Blades. Dealers of prominence carry Star Saws in stock.

MILLERS FALLS COMPANY 28 WARREN STREET
NEW YORK, N.Y.

TINSMITH HELPER AND PATTERN BOOKS



A useful handbook for Tinnerns and Sheet Metal Workers. It treats the simpler problems in pattern cutting occurring daily in the shop besides giving tables and information constantly needed by the mechanic.
Section 1—DIAGRAMS and PATTERNS. Demonstrates 50 examples of pattern work, such as cutting flared tinware, elbow patterns, etc.
Section 2—EPITOME OF MENSURATION. Describes how to find the area and circumference of a circle, contents of a sphere, etc.
Section 3—TABLES, RULES and RECIPES. Gives the weights of sheet metals, capacity of cans, recipes for mixing solders, cements, etc.

12 Pages

Price \$1.

53 Figures

MacLean Publishing Company
Technical Book Dept. 111-127 University Ave., Toronto, Can.

Your Profit and Reputation

demand a careful selection of Varnishes, etc.
We are makers and acknowledged leaders in

Architectural Finishes,
Carriage Varnishes,
Japans,
Enamels,
Wood Stains
and



A full range of our products will be found to fill all your requirements. *Made in Canada.*

INTERNATIONAL VARNISH CO. LIMITED

(Canadian Factory of Standard Varnish Works)

TORONTO

New York Chicago London Berlin Brussels 2383

N.B.—All goods are sold in Imperial Measure Packages.

THE Dougall Varnish Co.

LIMITED

Montreal : : Canada

VARNISHES OF FINEST QUALITY

FOR

RAILWAYS
BUILDINGS

PIANOS
FURNITURE

CARRIAGES
WAGGONS

ALSO

LINGERWETT Varnish and Paint REMOVER

Associated with Murphy Varnish Co., U.S.A.

HIGHER RATES OF INTEREST

Money is tightening in Canada and you no doubt wish to take advantage of the constantly increasing earning power of your capital.

Investments that were yielding 5 per cent. a short time ago should now be yielding 6 per cent. with equally good security. Read carefully each week

The Financial Post of Canada

so that you may enter the most remunerative investment field.

The Post gives reliable information upon all kinds of securities and will enable you to get the maximum return upon your capital with good security.

Our "Investors' Bureau" supplements the news in The Post's columns by giving special reports upon request upon any financial subject. All enquiries are treated as confidential and no charge is made subscribers for this service. You will save money by taking a year's subscription (\$3.00).

Sample copies on request.

ADDRESS:

The Financial Post

MONTREAL

TORONTO

WINNIPEG

JAP-A-LAC

A HIGH GRADE
VARNISH AND STAIN COMBINED

To the Hardware Trade in Canada—

We wish to announce that we have completed arrangements to manufacture all of our products in Canada, having established a complete and fully equipped Varnish Manufactory at Toronto.

The large demand for JAP-A-LAC and GLIDDEN'S GREEN LABEL VARNISHES for architectural and general use, due to our extensive advertising campaign in Magazines published in the United States, will be largely increased by our advertising campaign to the consumer in Canada.

We intend to make JAP-A-LAC a household word in Canada, just as it is now in the United States, and it is to the interest of every dealer in paints to carry a stock to supply the demand we have created, and will continue to maintain.

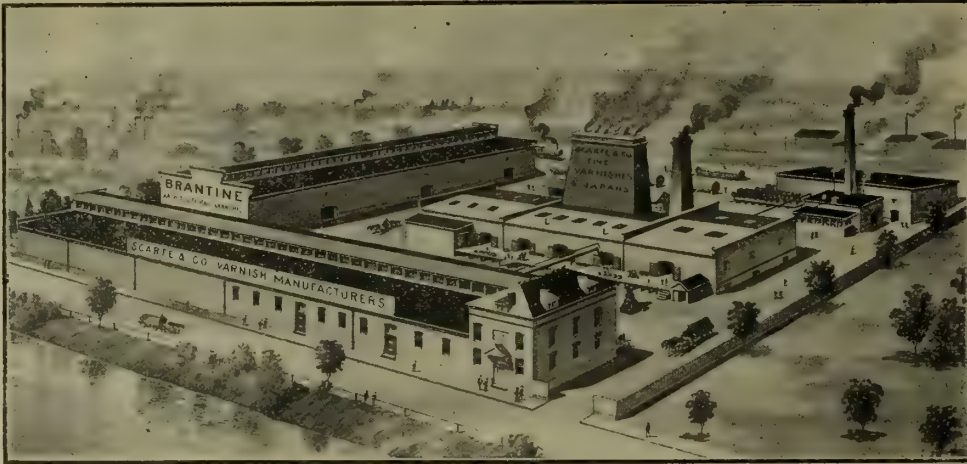
The quality of our goods is of the highest. Our experience of nearly forty years is back of every gallon we manufacture, and our experienced corps of chemists and varnish makers have personal supervision over all our products.

Our discounts to the trade are liberal, thus insuring a satisfactory profit to the dealers who co-operate with us to reap the benefit of our extensive advertising.

We solicit your inquiry regarding our proposition, which is the most attractive ever offered to the dealer.

THE GLIDDEN VARNISH COMPANY
Toronto, Ontario

Glidden



"Home of Fine Varnishes"

SCARFE & COMPANY

Head Office and Factory, BRANTFORD, ONT.

WINNIPEG, MAN., 78 Lombard St.

MONTREAL, QUE., 472 Delorimer Ave

Do You Know About the Varnishes

That Are Being Made at Bridgeburg, Ontario?

THESE Varnishes have resulted from over sixty years of studying finishing problems and working out special varnishes to meet the special requirements. There are over 300 Pratt & Lambert Varnishes, and every one has been tested, not only for general durability, but even with special apparatus, for the very wear it receives. You will find them absolutely uniform too — they satisfy customers, not once, but every time.

Pratt & Lambert Varnishes Will Help Your Business

The dealer in your town who stocks Pratt & Lambert Varnishes, puts himself right in line for all the best varnish trade — puts himself in line for quick and profitable varnish sales.

Do YOU want to be that dealer? If you want to know more about Pratt & Lambert Varnishes and the complete co-operation given every Pratt & Lambert dealer, drop a card right now, to

PRATT & LAMBERT-INC.

VARNISH MAKERS 61 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONTARIO
FACTORIES

BRIDGEBURG, ONTARIO
NEW YORK

LONDON

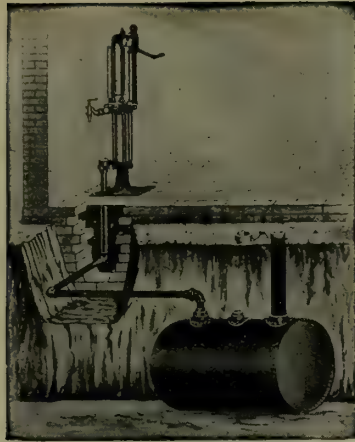
PARIS

HAMBURG

BUFFALO

CHICAGO

Distributors: Stewart and Wood, Toronto, Ont. The Staneland Co., Victoria, B. C. Winnipeg Paint & Glass Co., Winnipeg, Manitoba
Calgary Paint & Glass Co., Calgary, Alberta. British Columbia Plate Glass & Importing Co., Vancouver, B. C.



BOWSER

Self-Measuring Systems

For Handling Kerosene and Gasoline

Emphasize one feature that is important above all others in the general store—

CLEANLINESS

From the slopping and dripping of faucets and funnels, the porous boards of the floor near the oil supply be-

come soaked through and through, making the appearance unsightly and unclean. In any store, under the old method of handling oil, this condition exists—it cannot be avoided. The merchandise stored near such a place is easily contaminated. After drawing oil, the least odor from the hands or clothes is absorbed by the paper used to wrap up merchandise, which quickly becomes infected with the disagreeable and nauseous taste of oil.

The only system that will remove these objections is one that will hold the oil in a tank absolutely leak and evaporation proof, measure the oil accurately into the customer's can with neither spilling nor slopping, dispose of unclean measures and funnels, and one in which the flow of oil is instantly cut off the moment the desired amount is drawn. All of these features and more are found in the Bowser Adjustable Measure Oil Equipments. They will meet any conditions and requirements, being made in more than fifty different styles. If you are interested, you need only to drop a card, asking for Bulletin 15, and you will then receive full information.

S. F. Bowser & Co., Limited

66-68 Fraser Ave., TORONTO

*Why Buy the "Near Quality" when
the Best is Procurable?*

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.



The L. MARTIN CO.

Manufacturers of the
Highest Standard Lampblacks
for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

Berry Brothers' Famous Varnishes

LIQUID GRANITE

Most durable finish made

LUXEBERRY WOOD FINISH

Best hard oil finish on the market

SPAR VARNISH

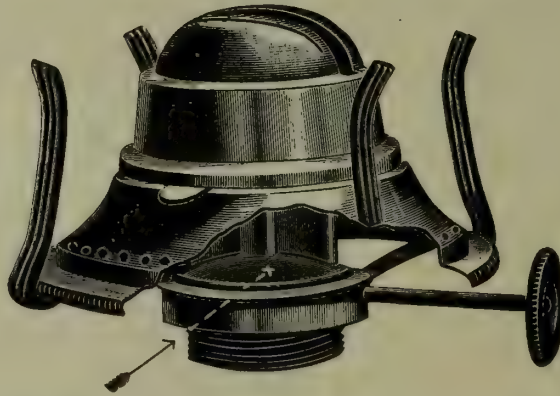
STANDS THE WEATHER WELL

Send for Booklets and Prices

Berry Brothers, Limited
Walkerville, Ontario

BURNERS!

**We
Defy
Competition**



**Quality
and
Price!**

SEE OUR GOODS AND ASK FOR PRICES
YOU CAN BE THE JUDGE

ONTARIO LANTERN & LAMP COMPANY, LIMITED

HAMILTON

ONTARIO

The LATEST TRIUMPH in MODERN LABOR SAVERS

is the Famous

"NEW CENTURY"

**harnessed to do all the
hard work of washing.**

The Motor is gearless, simple, powerful
and NEW CENTURY quality all the way.

It's the BEST MOTOR hitched to the
BEST Washing Machine made and they're
on hand ready for immediate shipment.

Eastern Agents:

**W. L. HALDIMAND & SON,
Montreal**

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Makers: **Cummer-Dowswell, Limited - Hamilton, Ont.**



YOU CAN MAKE MONEY BY HANDLING OUR DIFFERENT GRADES OF

BABBITT METALS

We co-operate with the dealer, and send out advertising matter in our mutual interest. Write for prices and be convinced. We also manufacture all grades of tinnners' and plumbers' solders.

The James Robertson Company, Limited,

Montreal
St. John

Toronto
Winnipeg

THE MORRIS & BAILEY STEEL CO. PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250".



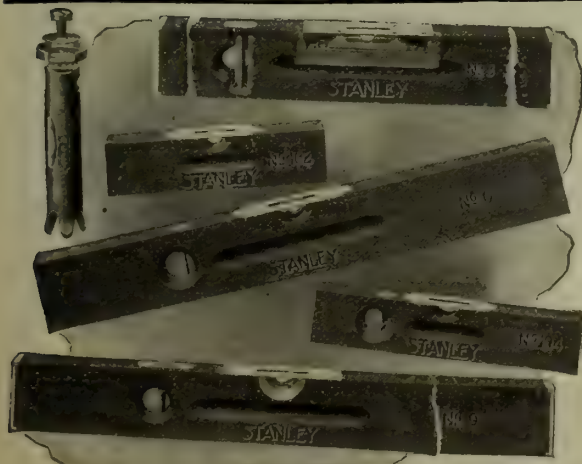
Maxwell's Latest is the "Champion High Speed Washer." This machine differs from the famous "Puritan" only in the driving mechanism. The

Champion High-Speed Washer

is run, as the illustration shows, by a lever. This lever also starts the balance wheel, which revolves four times for every stroke. The great momentum of this balance wheel helps to turn the dolly block and makes the "Champion" run very smoothly and easily.

It is sure to be a splendid seller.

David Maxwell & Sons : : St. Mary's, Ont.



Stanley Tools

Stanley Plumbs and Levels, both adjustable and non-adjustable, are made of thoroughly seasoned and selected stock and have many special features which appeal to the workman. Made in all styles for CARPENTERS, MASONS, PLUMBERS, MACHINISTS, MILLWRIGHTS, etc.

The name STANLEY appears on every tool we manufacture and is a guarantee that for quality of workmanship and material they have no equal.

We are now prepared to ship from our CANADIAN WORKS our complete line of Iron and Wood Bench Planes, Block Planes, Bit Braces, Spoke Shaves and Pocket Levels, and, as fast as practicable, to these will be added other lines of tools shown in our catalogue.

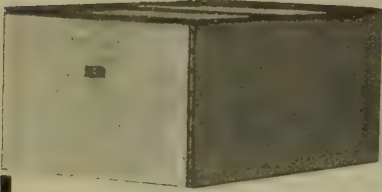
Address all communications to



Stanley
Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.



WHEN YOU ARE STUCK



For something special in heavy Galvanized or Black Sheet Steel, something too heavy for ordinary tin-shop facilities, such as 16 x 18 x 20 gauge, just write to us. Our plant is especially equipped to handle such heavy work. These are some of our every-day sellers:

STEEL TANKS

Baro, Bath-room, Oil and Gasoline, Milk, Cooking, Threshing, Street Sprinkling, Whey Tanks, **TROUGHS**, Water Troughs, Hog Troughs, Stable Troughs, Food Cookers, Spray Cookers, Maple Evaporators, Stauichions, Water Bowls, Stable Fittings, Coal Chutes, Smoke Stack, Steel Cheese Vats.

Also the well-known Rowe Sanitary Lavatory and Parkye Sanitary Chemical Closets

THE STEEL TROUGH & MACHINE CO., LTD.
TWEED ONTARIO

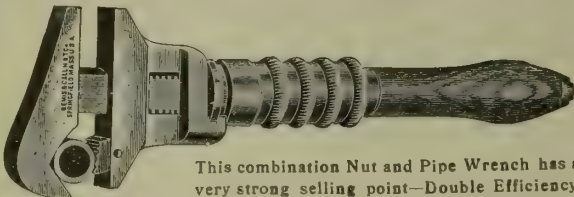
CORN AND BEAN PLANTERS



King of the Field is the best hand corn planter made. We also make step ladders, curtain stretchers, ironing boards, etc. Ask for catalogue and prices.

Otterville Manufacturing Co., Limited, - Otterville, Ont.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to—saves him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.



BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

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HALIFAX
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HEAD OFFICES
TORONTO
CANADA

WINNIPEG
VANCOUVER
ROSSLAND

SPUR OF THE MOMENT ORDERS come to Hardwaremen for

BELTING

and the WISE merchant should keep a small, well assorted stock of LEATHER BELTING ready for the EMERGENCY.

YOU try it. You'll get the business, and always get it.

We can supply you with anything and EVERYTHING IN LEATHER BELTING and LACE LEATHER.

OUR LEATHER BELTS stretch less than any other.

A TRIAL ORDER WILL CONVINC.

J. L. GOODHUE & CO., LIMITED
DANVILLE, P.Q.

Ford's Auger Bit



is an all round Bit, boring smoothly, and well suited to the finest work. For many difficult jobs it is the only tool that can be used. Give it a trial, and afterwards you will sell only one line of high-grade Bits, and that line will be Ford's.

FORD AUGER BIT CO.,
108 Cabot Street, HOLYOKE, MASS., U.S.A.

ORNAMENTAL IRON WORK WIRE CLOTH AND WIRE GOODS

There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish. **Inquiries Solicited.**

CANADA WIRE GOODS MFG. CO.
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JOSEPH RODGERS & SONS,
SHEFFIELD, ENG. LIMITED

AVOID IMITATIONS OF OUR

Cutlery

BY SEEING THAT THIS EXACT
MARK IS ON EACH BLADE

REGISTERED TRADE MARK



GRANTED 1862

Sole Agents for Canada

James Hutton Company
Montreal

BLACK JACK

THE BEST FAMILY POLISH MADE



TRY IT

SOLD BY ALL
JOBBER

3/4-lb. tins—3 doz. in case.

THE RETAILERS class the houses which advertise in their trade papers as the most progressive in their line—the houses out hard after business, appreciative when they get it, and always trying to give a little better service than anyone else.

Neptune Unrivalled Patent Steel Wire

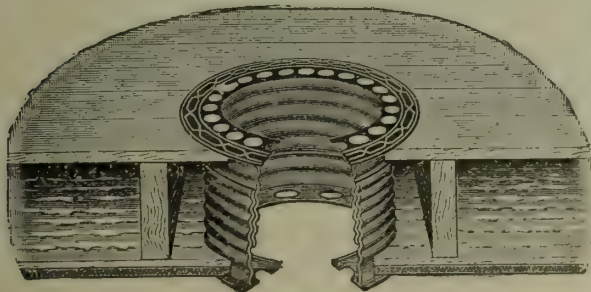
is the Strongest, Most Elastic and Most Economical Wire on the market. The 12 $\frac{1}{2}$ g. and 14g. will save you over 60 per cent. as against No. 8 and 10-gauges ordinary wire. Does not sag in summer nor snap in winter.

	Breaking Strain	Length per 100 lbs.
NEPTUNE UNRIVALLED," 12 $\frac{1}{2}$ g.....	1140 lbs.	1277 yds.
Ordinary Galvanized Wire, 8g.....	1125 lbs.	471 yds.
NEPTUNE UNRIVALLED," 14g.....	730 lbs.	2000 yds.
Ordinary Galvanized Wire 10g.....	720 lbs.	729 yds.

Manufacturers: Felten & Guillaume, Lahmeyerwerke-Actien-Gesellschaft
Carlsruhe, M.E., Mulheim-on-Rhine.

For Particulars apply to Watson Jack & Company, Montreal

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

CASH OR PARCEL CARRIERS

SAVE TIME & MONEY



OUR GUARANTEE

We will instal a System of Gipe Carriers in your store; you use them TEN DAYS, and if you do not find that they give you BETTER and QUICKER SERVICE than any other WIRE CARRIER, PNEUMATIC TUBES, CABLE CARRIERS or CASH REGISTERS, we will remove them at our expense.



CATALOG FREE

THE GIPE CARRIER COMPANY
99 ONTARIO STREET TORONTO. ONT

EUROPEAN OFFICE: 116, HOLBORN LONDON E.C. ENG.

Our Improved Automatic Compressed-Air Sprayer

is the most satisfactory hand machine now in the market for

APPLYING PARIS GREEN TO POTATOES

It is substantially built and every Machine is GUARANTEED. It is the handiest Sprayer for general purposes yet produced. A boy can do the work. Saves time, labor and material. Working parts all brass. Made in Galvanized iron or brass. Ask for 1910 Model.

CAVERS BROS.

Manufacturers

GALT, ONT.



When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856

Appley Bridge, Wigan, Lancs., England

RIVETS

of any description

BRASS—COPPER—IRON

Perfect Goods

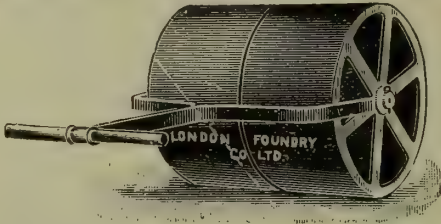
Prompt Delivery

Trial Orders Solicited

P. L. Robertson Mfg Co., Ltd., Milton, Ont.

HAND ROLLERS

Just the Thing for Rolling Lawns



Two Section Hand Roller

Made entirely of cast iron and steel, with 2-inch axle on which revolve two cast iron drums, each 12-inch tread and 22-inch diameter.

One Piece Hand Roller

18-inch tread and 26-inch diameter.

Water Ballast Hand Roller

36-inch tread and 30-inch diameter.

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LONDON, CANADA Limited

TUMBLER, TOOTH BRUSH and SOAP HOLDERS



OUR LINE

in these goods is a most attractive and varied one, the holders being strong and well finished in best electro-plate. A steady seller at all seasons.

Write for Illustrated Catalogue.

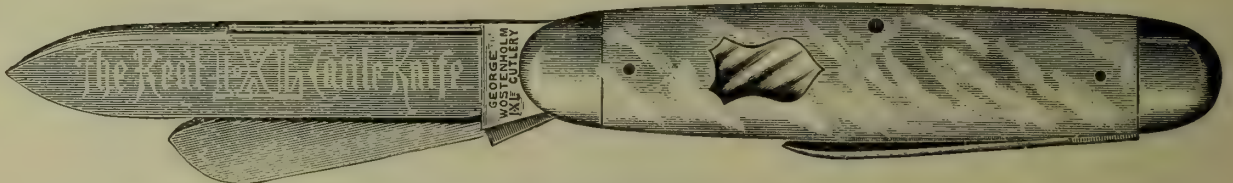
The Buffalo Manufacturing Co.
BUFFALO, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO. 28 Toronto Street TORONTO

Wostenholm's Fine Sheffield Cutlery

Trade Mark **I-XL**

CATTLE KNIVES—No. 1760—Pearl, also in stag and Black Handles



Cost no more than inferior brands. Insist on I-XL. For sale by all leading jobbers
A. MACFARLANE & CO., MONTREAL, Canadian Representatives

Canada Cement Co.

LIMITED

MANUFACTURERS OF HIGH GRADE

PORTLAND CEMENT

Mills at

Montreal, Que. Hull, Que.
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Lakefield, Ont. Port Colborne, Ont.
Owen Sound, Ont. Calgary, Alberta.

Head office:

Montreal

Sales Offices:

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Winnipeg - - Calgary

No. 4---Cold Blast



Wright's Cold Blast Lanterns are constructed on the Genuine old Blast principle, and are guaranteed

Winnipeg Distributors:
MERRICK - ANDERSON
COMPANY
Winnipeg, Man.

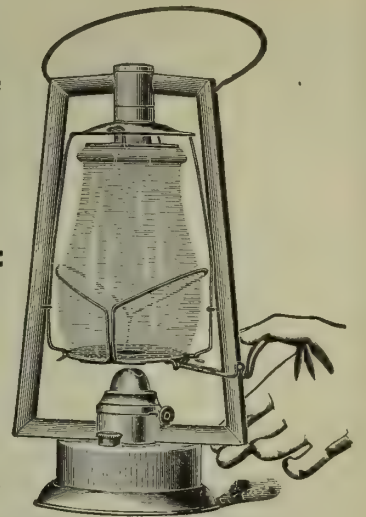
No. 25---Japanned Reflector



Wright's Small Lanterns give the maximum amount of light. Send for sample dozen.

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& Co.
Hamilton, Can.

C Lift



Electric
Welded



Highest
Quality

THE QUESTION OF QUALITY

SHOULD BE THE FOREMOST CONSIDERATION IN BUYING CHAIN.

We use the highest grade of material, weld by electricity, proof-test and inspect every link of chain before shipping.

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Chain

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Heel
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Chain

Tie
Outs

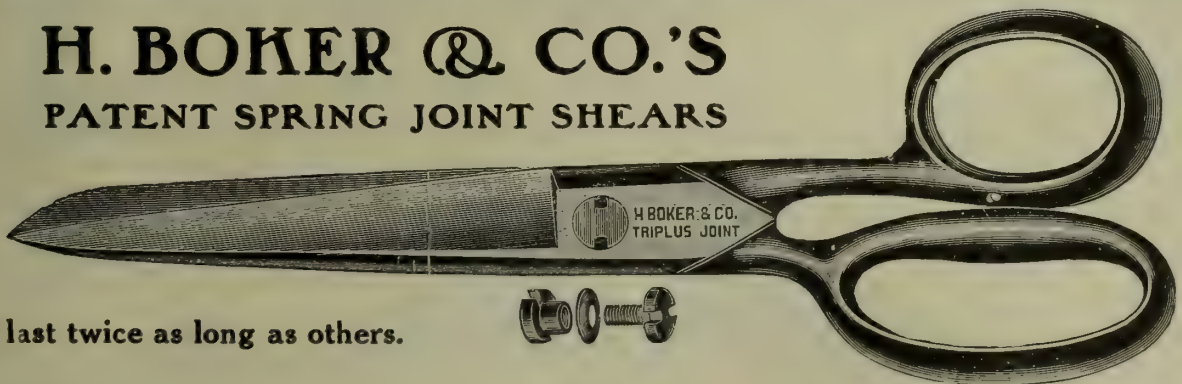
Cow
Ties

McKINNON CHAIN COMPANY

BUFFALO, N.Y.

ST. CATHARINES, ONT.

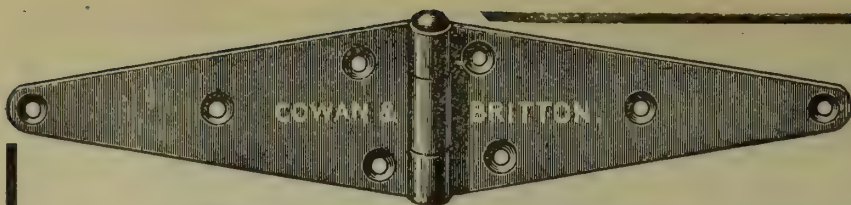
H. BOKER & CO.'S PATENT SPRING JOINT SHEARS



Will last twice as long as others.

The weakness of any other shears has been eliminated in the *Triplus* Shears by a special screw bolt on which both blades work like a wheel on the axle, so that there can only be half the wear upon each of the bearings. The threads which hold bolt and nut together are longer and almost the thickness of the blades. The bolt and nut are made of steel.

For Sale by all Leading Wholesale Hardware Houses



It's a Remarkable Fact

that during our forty years of existence we have never yet been compelled to close down for lack of orders. At the present time we are working night and day keeping up to orders. The reason is that our line of

Butt Hinges and Builders' Hardware

is absolutely the best in quality. You do not need to antagonize your customer by handling inferior goods—Cowan and Britton goods cost no more.

Cowan & Britton,

Gananoque, Ont.

Canada's Oldest and Largest Manufacturers of Butt Hinges and Builders' Hardware.

A TIMELY SUGGESTION

The gift hunter will be very grateful to you if you will suggest the elegant child's set (illustrated here.) The three pieces are all heavily plated with pure silver and the design is very artistic.

McGLASHAN, CLARKE CO., Limited

NIAGARA FALLS, :: CANADA



This is only one of our many hot favourites.

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DAVID PHILIP,
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Pilkington Bros., Limited, St. Helens, Lancashire, Eng.

MANUFACTURERS OF ALL KINDS OF

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Market Street

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Wire Screens

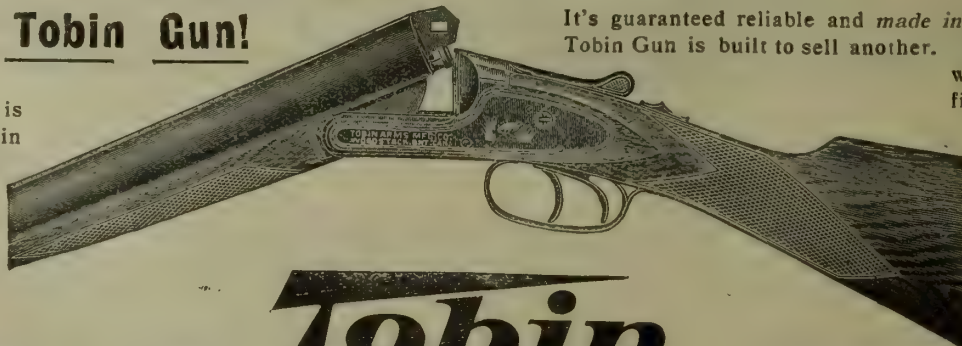
Plain and Figured Cathedral Glass

Obscured and Enamelled Glass

Large stocks always on hand at our Canadian Depots. Quick delivery of import orders a special feature of our business. Prices and quotations on application.

Sell The Tobin Gun!

The 'Tobin' Gun is the most simple in construction of all Hammerless Guns, and is noted for its fine finish and accurate shooting qualities.



It's guaranteed reliable and made in Canada. Every Tobin Gun is built to sell another. Shoot well, wear well and are profitable to handle.

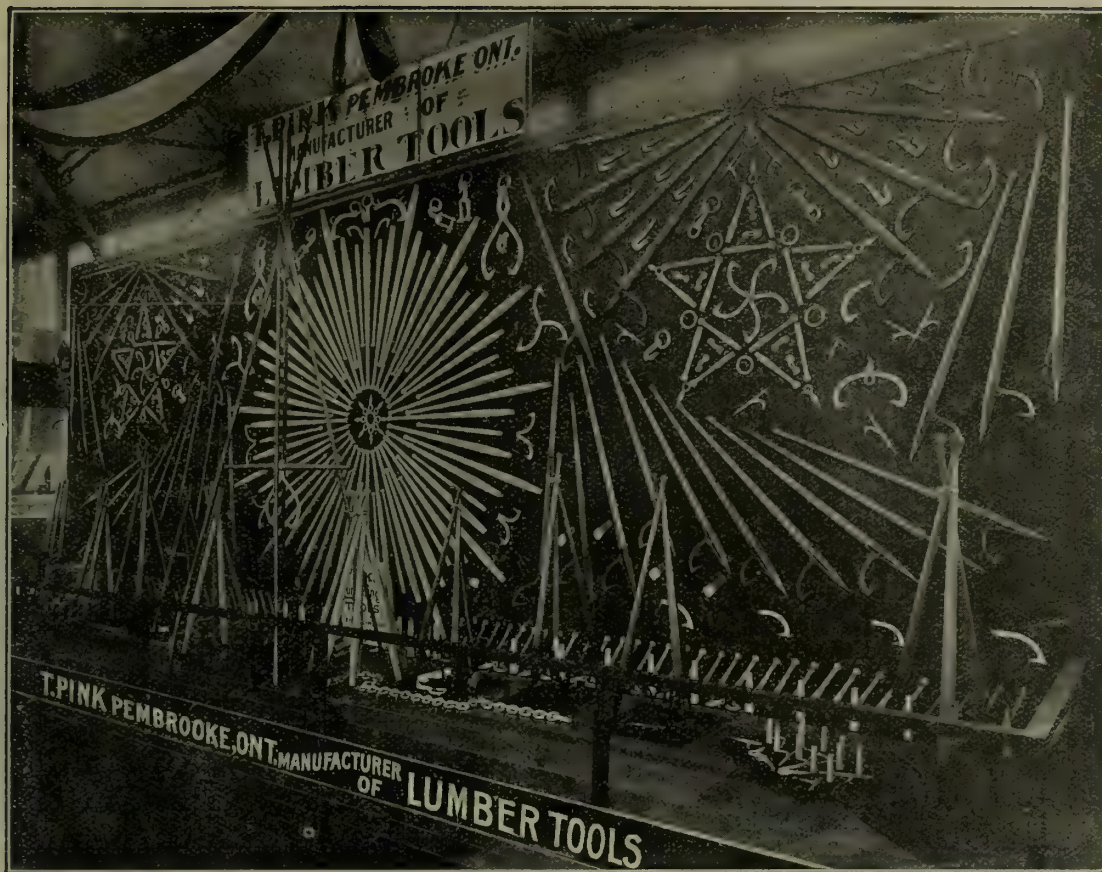
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Tobin Arms Mfg. Co., Limited

Tobin

Simplex Guns

Woodstock, Ont.



Pink's Lumbering Tools

Made in Canada

The Standard Tools
in every province
of the Dominion,
New Zealand,
Australia, Etc.

We manufacture all
kinds of lumber
tools.

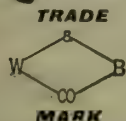
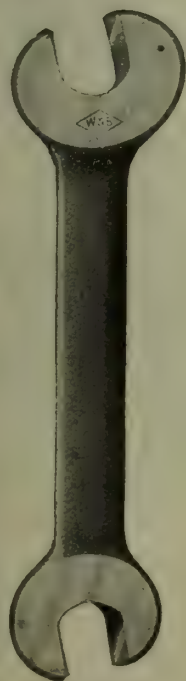
Light and Durable

Send for catalogue
and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

DROP FORGED WRENCHES

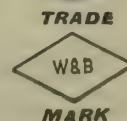
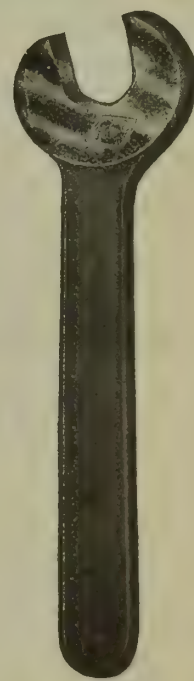


WE MANUFACTURE the largest
and most complete line in Can-
ada and make quick shipments.

Every "W. & B." Drop Forged Wrench
is made from carefully selected steel,
carefully forged and accurately milled,
and is fully warranted.

Send us your orders or write us for
prices.

The Whitman & Barnes Mfg. Co.
ST. CATHARINES, : : ONTARIO



AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING

BUSTER BROWN

CHILDREN'S EXPRESS WAGONS?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, or home. Just the thing for the boys.



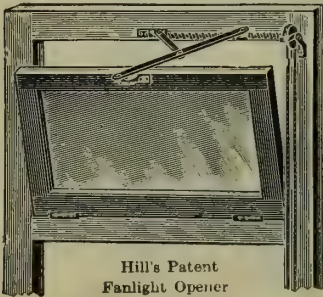
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The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

JAMES HILL & CO., LTD.

Cable: James Hill, London.

IRONMONGERS & HARDWARE MERCHANTS



Hill's Patent
Fanlight Opener
from 2/9 each.

100A QUEEN VICTORIA STREET
LONDON, ENGLAND

Hill's
Patent
Locks,
Hinges,
Anti-Panic
Bolts

and all kinds
of Fittings
and Hard-
ware.

Castings,
etc.

OAKEY'S

The original and only Genuine
Preparation for Cleaning Cut-
lery. 6d. and 1s. Cansisters

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass
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Our Catalogue of Technical Books for **HARDWAREMEN**,—covering such subjects as Metal Working, Hardware Window Dressing, Hardware Store Business Methods, Paints and Painting, Salesmanship, Sales Plans and Advertising, as well as Plumbing and Heating. **WRITE TO-DAY** before supply is exhausted.

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WHITE
MOP
WRINGER
COMPANY**

offers the Largest Line of Mop
Wringers in the World. Latest
improvements. Up-to-date.
Satisfaction Guaranteed

The Best Mop Wringer

Why? Because easiest to operate, wrings driest, and is the most durable on the market. Adapted to sheet iron or wooden pails. Free display rack. Liberal discounts. Write to-day for catalogue

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**WHITE MOP
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Fultonville, N.Y.

Manufacturers
of Mop
Wringers
exclusively



This
Trade Mark
Insures
Genuineness
Originality
Perfection
Satisfaction



"THE SECRET OF SUCCESS"

IS A SUBJECT WHICH MANY PEOPLE ARE INTERESTED

In business life *SUCCESS* is variously attained.

We have found that the best way to gain it is to make the right class of goods; make them a little better than the other man, and quote a fair price.

"DOMINION BRAND" Tarred Felt is an article which will help you to success. Our Coal Tar Roofing Pitch and other roofing materials are just as well manufactured, and are just as saleable. Let us handle a trial order for you.

LOCKERBY & McCOMB, Ltd., 65 Shannon St., Montreal

The AYLMER



**Branch Pipe Double
Acting Force Pump
fitted for Windmill
or Hand use.**

New Adjustable Base and Union Spout. This pump is adapted for any and all wells from a 5 5/8 inch hole up and any depth well up to 100 feet. These Pumps are fitted with Brass Upper Cylinders, Expansion Plungers, Steel Bolts, and large Airchambers. They are our best and latest goods.

Manufactured only by

AYLMER PUMP AND SCALE CO., Limited

AYLMER, - - - - - ONTARIO

Western Representatives:

ONTARIO WIND ENGINE AND PUMP CO., WINNIPEG, MAN.

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Amateurs in the Old Country and in every colony prefer Hobbies Tools and Fretwork Accessories to all others

THE JIG-SAW CRAZE has boomed Fretwork everywhere, the season is now in full swing and bids fair to be a record one.

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IN PUSHING
THIS TRADE**

Your window will be
a great attraction
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ATTRACT
ATTENTION**

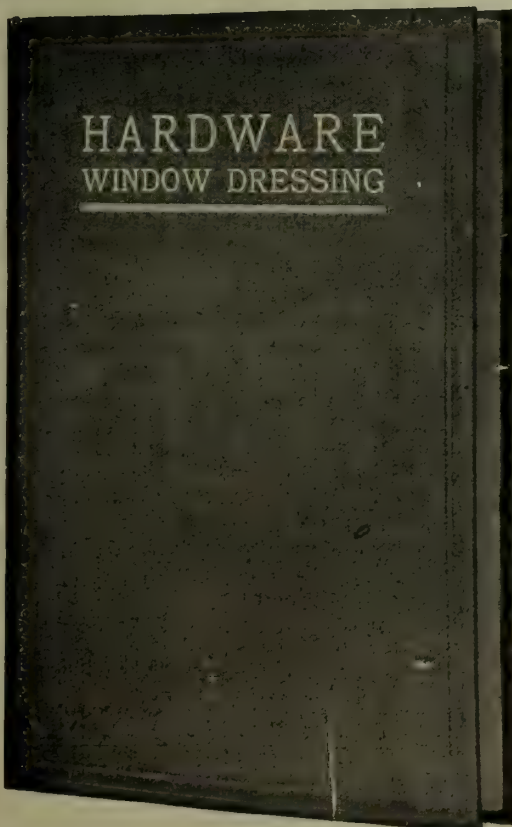
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You May Become a Practical Window Dresser for \$2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one or them will bring enough extra trade to the store to pay for the book many times.

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MONTREAL

F. J. COX, Winnipeg, is our Sole Agent for the Northwest Provinces

CURRENT MARKET QUOTATIONS.

These prices are for such quantities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb ... 0 08½ 0 08

RABBIT METAL

Canada Metal Company—Imperial genuine 40c; Imperial Tough, 40c; White Brass, 35c. Metallic, 35c; Harris Heavy Pressure, 25c; Hercules, 25c; White Bronze, 15c; Star Frictionless 10c; Alluminoid, 9c; No. 4; 6c, per lb.

James Robertson Co.—Extra Monarch, 60c; Monarch, genuine, 50c; Monarch Crown, 40c; Swastika babbitt metal, 25c; King, 22c; Fleur-de-lis, anti-friction, 20c; Thurber, 15c; Philadelphia, 12c; Canadian 10c, per lb.

Geo. Langwell & Son, Montreal.—Extra, 12c, per lb.; No. 1, 10c; 2, 8c; 3, 7c; Langwell's special anti-friction metal, 15c, per lb.

Lion Metal Co., Montreal.—Lion Extra, 60c; Genuine, 50c; Crown, 40c; Antifiction, 30c; Special, 25c; "A", 20c; "B", 15c; "C", 12c; Mag Metal, 10c; No. 1, 10c; No. 2, 8c; No. 3, 6c, per lb.

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ½ to 1 inch, per 100 lb.	2 20	2 20
Heads, per 100 lb.	2 45	2 45
Tank plates 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 " "	8 25	8 50
" " 2½ " "	10 50	10 00
" " 3 " "	12 00	12 10
" " 3½ " "	15 00	15 30
" " 4 " "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 22
Rods, base ½ to 1 inch, round	0 21
tubing, seamless base, per lb.	0 23
Tubing, iron pipe size, 1 inch base.	0 23
Copper tubing, 4 cents extra.	

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Oushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal.

COPPER

	Per 100 lb.
Casting ingot	13 75
Cut lengths, round bars, ½ to 2 in.	21 00
Plain sheets, 14 oz., 14x48", 14x60"	23 00
Plain, 16 oz., 14x48 and 14x60	22 00
Tinned copper sheet, base	24 00
Planished base	28 00
Braziers', in sheets, 6x4	23 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

	Montreal.	Toronto.
Canadian foundry, No. 2	17 75	20 00
Middleboro, No. 3 pig iron	17 75	20 25
Summerlee, No. 2	20 25	22 50
Carron, special	20 00	
Carron, soft	19 75	
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	
Ferro Nickel pig iron (800)		25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburgh	27 50	
Angles, 3 in. base	2 50	2 60
Common bar, per 100 lb.	1 90	2 00
Forged iron	2 05	2 18
Refined "	2 15	2 25
Horseshoe iron "	2 15	2 25
Mild steel	1 91	2 10
Sleigh shoe steel	1 90	2 10
Iron finish machinery steel (domestic)	1 95	2 10
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 40	2 50
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	0 06½	
Silver tool steel	0 12½	

COLD ROLLED SHAPING

9-16 to 11-16 inch	0 06
½ to 1-16 "	0 05½
1-16 to 3 "	0 05
Montreal, 25 and 2. Toronto, 30.	

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 45
12 "	2 30	2 45
14 "	2 20	2 30
17 "	2 20	2 35
18 "	2 20	2 35
20 "	2 20	2 35
22 "	2 25	2 40
24 "	2 25	2 41
26 "	2 35	2 40
28 "	2 40	2 65

CANADA PLATES

Ordinary, 52 sheets	2 40	2 60
All bright, 52 sheets	3 50	3 50
Galvanized—Apollo D. Crown Ordinary		
18x24x52	4 45	4 45
60 "	4 70	4 60
20x28x80	8 90	8 70
" "	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	5 50
24 "	4 50
26 "	3 50
28 "	3 30

GALVANIZED SHEETS

	Queen's	Fleur-de-Lis	Gordon	Gorbal	Best
B.W. gauge					
16-20	3 60	3 35	3 60	3 60	
22-24	3 65	3 40	3 65	3 65	
26	4 05	3 80	4 05	4 05	
28	4 25	4 00	4 25	4 25	
Colborne Crown—3.65, 3.70, 3.75, 4.00.					
Less than case lots 25 cents extra.					

Apollo brand—

	Montreal	Toronto
24 gauge, American	3 60	3 35
26 "	3 85	3 40
28 " (26 English)	4 10	3 85
10½ oz., equal to 28 English	4 35	4 15

IRON PIPE.

Size (per 100 ft.)	Black.	Galvanized
1 inch	2 03	2 86
" "	2 25	3 08
" "	2 63	3 48
" "	3 28	4 43
" "	4 70	6 35
1½ "	7 70	8 66
2 "	10 36	13 86
2½ "	16 39	22 14
3 "	21 52	29 47
3½ "	27 08	36 58
4 "	30 78	41 58

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped union s, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c. Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, \$4.75; extra heavy, \$7.00

KITCHEN SINKS

Cast iron, 16x24, \$1; 18x30, \$1.15; 18x36, \$1.95. Flat rim enameled sinks, 15 x 24, \$2; 18 x 30, \$2.35; 18 x 36, \$3.50.

HEATING APPARATUS.

Stoves and Ranges—45 to 50 per cent. Furnaces—45 per cent. Radiators—70 per cent. Hot Water Boilers—60 and 10 per cent. Hot Water Radiators—50 and 10 per cent. Steam Radiators—50 10 and 24 per cent. Wall Radiators—50 and 10 p.c. Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09½	0 10½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 08	0 08½
Tea lead	0 02½	0 02½
Heavy lead	0 02½	0 02½
Scrap zinc	0 03	0 03½
No. 1 wrought iron	12 00	11 00
Machinery cast scrap, No. 1	16 00	15 50
Stove plate	12 50	13 00
Malleable	9 00	8 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09½	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	3 50	3 75
Imported pig, per 100 lb.	3 75	3 85
Rar pig, per 100 lb.	4 15	4 25
Sheets, 2½ lb. sq. ft., by roll.	5 01	5 00
Sheets, 3 to 6 lb. ft.	4 75	4 75
Cut sheets ½ c. per lb. extra.		
Cut sheets to size, ½ c. per lb. extra.		

LEAD PIPE

Lead Pipe and Waste, 30 p.c. Caulking lead, 4½ c. per pound. Traps and bends, 50 per cent.

SOLDER.

	Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 20	0 20	
Wiring	0 18½	0 19	

SHEET ZINC.

5-cwt. casks	6 75	6 75
Part casks	7 00	7 00

SPELTER.

Foreign, per 100 lb	5 75	5 75
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TIN AND TINPLATES

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb. \$35 00 35 00

Charcoal Plates—Bright

M.L.S., Famous (equal Bradley) Per box

I.C., 14 x 20 base	\$5 50
IX, 14 x 20	6 50
IXX, 14 x 20 base	7 50

Raven and Vulture Grades—

I.C., 14 x 20 base	5 00
IX	6 00
IX X	7 00
IX X X	8 00

Domestic Crown Best—Double Coated, Tissue.

I.C., 14 x 20 base	5 50
IX, 14 x 20	6 50
IXX, 14 x 20	7 50

"Allaway's Best"—Standard Quality.

I.C., 14 x 20 base	4 25
IX, 14 x 20	5 00
IXX, 14 x 20	5 75

Bright Cokes.

I.C., 14 x 20 base	4 00
IXX, double box	8 00

Charcoal Plates—Terne.

Dean or J.G. Grade—	
I.C., 20x28, 112 sheets	7 50
IX, Terne Tin	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—

X X, 14x56, 50 sheet box	6 75
" 14x60, "	
" 14x65, "	

Tinned Sheets.

73x30 up to 24 gauge, case lots	7 25
" " 26 "	8 00

WIRE

ANNEALED CUT RAY BAILING WIRE.

No. 10, \$3.80; No. 11, \$3.90; No. 12 and 13, \$4; No. 13½, \$4.10; No. 14, \$4.25; No. 15, \$4.50; in lengths 6' to 11', discount 30 per cent.; other lengths 200 per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No. 7 wire solid line, No. 17, \$4.90; No. 18, \$3.00; No. 19, \$2.70; 6 wire solid line, No. 17, \$4.45; No. 18, \$3.10; No. 19, \$2.80. All prices per 1000 ft. measure; 6 strand, No. 18, \$2.80; No. 19, \$2.90. F.o.b. Hamilton, Toronto, Montreal, London.

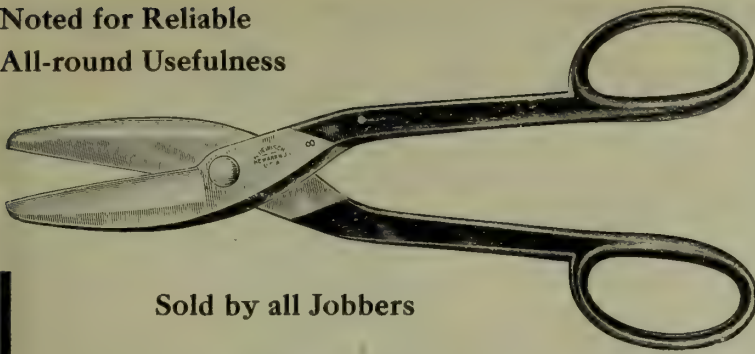
COILED SPRING WIRE.

High Carbon, No. 9, \$2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 35 per cent. List of extras in 100-lb. lots: No. 17, \$5—No. 18, \$5.50—No. 19, \$6—No. 20, \$6.65—No. 21, \$7—No. 22, \$7.30—No. 23, \$7.65—No. 24, \$8—No. 25, \$8.30—No. 26, \$8.60—No. 27, \$9—No. 28, \$9.30—No. 29, \$9.60—No. 30, \$9.90—No. 31, \$10—No. 32, \$10.30—No. 33, \$10.60—No. 34, \$10.90—No. 35, \$11.20—No. 36, \$11.50—No. 37, \$11.80—No. 38, \$12.10—No. 39, \$12.40—No. 40, \$12.70—No. 41, \$13—No. 42, \$13.30—No. 43, \$13.60—No. 44, \$13.90—No. 45, \$14.20—No. 46, \$14.50—No. 47, \$14.80—No. 48, \$15.10—No. 49, \$15.40—No. 50, \$15.70—No. 51, \$16—No. 52, \$16.30—No. 53, \$16.60—No. 54, \$16.90—No. 55, \$17.20—No. 56, \$17.50—No. 57, \$17.80—No. 58, \$18.10—No. 59, \$18.40—No. 60, \$18.70—No. 61, \$19—No. 62, \$19.30—No. 63, \$19.60—No. 64, \$19.90—No. 65, \$20.20—No. 66, \$20.50—No. 67, \$20.80—No. 68, \$21.10—No. 69, \$21.40—No. 70, \$21.70—No. 71, \$22—No. 72, \$22.30—No. 73, \$22.60—No. 74, \$22.90—No. 75, \$23.20—No. 76, \$23.50—No. 77, \$23.80—No. 78, \$24.10—No. 79, \$24.40—No. 80, \$24.70—No. 81, \$25—No. 82, \$25.30—No. 83, \$25.60—No. 84, \$25.90—No. 85, \$26.20—No. 86, \$26.50—No. 87, \$26.80—No. 88, \$27.10—No. 89, \$27.40—No. 90, \$27.70—No. 91, \$28—No.

Noted for Reliable
All-round Usefulness



Sold by all Jobbers

HEINISCH TINNERS' SNIPS

This cut shows the well-known Heinisch regular pattern that is so highly thought of by all tin workers. It will cut straight lines, curves, all irregular shapes, cornicework, small circles, etc., with equal facility. Forged steel handles and highly-tempered laid steel blades.

R. Heinisch's Sons Co., Newark, N. J., U.S.A

HAY WIRE IN COILS.
\$2.35 base f.o.b. Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE.
From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, \$2.75; 6, 7, 8, \$2.70; 9, \$2.25; 10, \$2.75; 11, 2.30; 12, \$2.40; 13, \$2.50; 14, \$3.10. In car lots straight or mixed.

POULTRY NETTING.
3-in. mesh, 19 w. g., 60 and 2 1/2 p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE
No. 0-9 gauge, \$2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c extra; No. 12 gauge, 20c extra; No. 13 gauge, 30c extra; No. 14 gauge, 40c extra; No. 15 gauge, 50c extra; No. 16 gauge, 70c extra. Add 60c. for coppering and 82 for tinning.

Extra net per 100 lb.—Oiled wire 10c, spring wire \$1.25, bright soft drawn 15c, charcoal (extra quality) \$1.25, packed in casks or cases 15c, bagging and papering 10c, 50 and 100-lb. bundles 10c, in 25-lb. bundles 15c, in 5 and 10-lb. bundles 25c, in 1-lb. hanks, 50c, in 1-lb. hanks 75c, in 1-lb. hanks \$1.

WIRE CLOTH
Painted Screen, in 100-ft. rolls, \$1.65 per 100 sq. ft.; in 50-ft. rolls, \$1.70 per 100 sq. ft.

WIRE FENCING
Galvanized barb. 2 45
Galvanized, plain twist. 2 75
Car lots and less.
Dominion special field fencing, 3 1/2 p.c. small lot; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE
Galvanized, 1st grade, 6 strands, 24 wires, 1/2, \$5; 1 inch, \$16.80.
Black, 1st grade, 6 strands, 19 wires, 1/2, \$5; inch, \$15.10. For 100 feet f.o.b. Toronto.

WROUGHT STAPLES
Galvanized 2 85
Plain 2 60

PAINTS, OILS AND GLASS

BARN PAINT
In barrels, 1-gal. tins. 0 80 0 85
In barrels, 5-gal. tins. 0 80 0 85

PAINT AND HOUSEHOLD, 75 per cent.

BEESWAX
Per lb. 0 40

CHEMICALS.

In casks per lb.
Sulphate of copper (bluestone) 0 07
Litharge, ground 0 05
" flaked 0 04
Green copperas (green vitriol) 0 01
Sugar of lead 0 09

COLORS IN OIL.
Venetian red, 1-lb. uns. pure. 0 09
Chrome yellow 0 18
Golden ochre 0 11
French 0 09
Chrome green 0 11
French permanent green 0 15
Highwriters' black 0 17
Marine black, 25 lb. tins. 0 05

GLUE.
French medal 0 10
German common sheet 0 10
German prima 0 15
White pigfoot 0 15
Brantford medal 0 10
" brown sheet 0 10
" golden sheet 0 13
" gelatine 0 22
" white gelatine 0 20
" white glue 0 12
" 100-lb. cask 0 10
Brantford all-round glue, 1-lb. packages, 10c.; 1/2-lb., 15c.; 1-lb., 25c. Discount.

PARIS GREEN.
Montreal Toronto
Drums, 50 and 100 lbs. 0 194 0 194
Packets, 1-lb., 100 in case. 0 214 0 214
" 1-lb., 100 in case. 0 224 0 224
Tins, 1-lb., 100 in case. 0 224 0 224

PARIS WHITE.
In bbls 0 90

PIGMENTS.
Orange Mineral, casks 0 00
" 100-lb. kegs. 0 09 1/2

PREPARED PAINTS.
Per gallon in qt. tins
Sherwin-Williams paint 1 70
Canada Paint Co.'s pure 1 60
Globe house paint (Windsor) 1 25
" New Era" house paint (Windsor) 1 35
Benj. Moore Co.'s "Ark" 1 25
Moore's pure linseed oil, H.C. 1 35
Brandram-Henderson's "English" 1 40
Ramsay's paint, Pure 1 40
" Thistle 1 10
Martin-Senour 100 p.c. pure. 1 70
Senour's Floor Paints 1 45
Jamieson's "Crown and Anchor" 1 50
Jamieson's floor enamel 1 75
Island City pure paints 1 50
Sanderson Peary's, pure 1 40
Robertson's pure paints 1 40

PLASTER OF PARIS
Per barrel 2 30

PINE TAR
Half-pint tins, per dozen. 0 60

PUTTY.
Standard.
Bulk in casks 2 20
" 100-lb. drums 2 45
Bladders in bbls 2 70

RED DRY LEAD.
Genuine, 560 lb. casks, per cwt. 4 75
Genuine, 100 lb. kegs. 5 25
No. 1, casks, per 100 lbs. 4 25
No. 1, kegs, per 100 lbs. 4 75

SHINGLE STAINS.
In 5-gallon buckets 0 75

TURPENTINE AND OIL.
Montreal Toronto
Prime white petroleum per gal. 0 13
Water white 0 15
Pratt's astral 0 17 1/2
Castor oil, per lb., in bbls. 0 08 0 09
Motor Gasoline single bbls. 0 17
Benzine, per gal single bbls. 0 15
Turpentine, single barrels 0 82 0 83
Linseed Oil, raw 0 83 0 87
" boiled 0 86 0 90

VARNISHES.
Per gal. cans.
Carriage, No. 1 1 50
Pale durable body 3 50
" hard rubbing 3 00
Finest elastic glazing 3 00
Elastic Oak 1 50
Furniture, polishing 2 00
Furniture, extra 1 20
" No. 1 0 95
" union 0 90
Light oil finish 1 35
Gold size Japan 2 00
Turps brown Japan 1 60
Black Japan 1 10
No. 1 black Japan 0 15
Benzine black Japan 0 25
Crystal Damar 2 50
No. 1 2 25
Pure asphaltum 1 40
Oilcloth 1 40
Lightning dryer 0 85
Elastolite varnish 2 50
Granitine floor varnish 2 50
Maple Leaf coach enamel 1 20
" Sherwin-Williams' koral varnish 2 50
Canada Paint Co.'s white enamel 3 50
Canada Paint Co.'s tan varnish 2 50
" Kyanize" interior finish 2 40
" Flint-Lac" coach 1 80
B.H. Co.'s "Gold Medal", in cases 2 50
Jamieson's Copaline 2 50
Flatline floor finish 3 00
Elastic exterior finish 4 25

Island City Dreadnought Finish 2 50
C.O. Co.'s. Permanite, interior. 2 00
" Herculo, exterior. 2 50
" Reflex, floor. 2 25
" Japanite Dryer 1 25
Stovepipe varnish, 1/2 pints, per gross 8 00
Pure white shellac varnish, in barrels 1 75
Pure orange " " 1 70
No. 1 orange " " 1 25

WINDOW GLASS
Size United Double
Inches. Star Diamond
Under 26 \$4 25 \$ 6 25
26 to 40 4 65 6 75
41 to 50 5 10 7 50
51 to 60 5 35 8 50
61 to 70 5 75 9 75
71 to 80 6 25 11 00
81 to 85 7 00 12 50
86 to 90 15 00
91 to 95 17 50
96 to 100 20 50
Toronto, 30 p.c. to 30 and 5 p.c.

WHITE LEAD GROUND IN OIL. Per 100 lb
Montreal Toronto
Munro's Select Flake White. 6 25 6 40
Elephant Genuine 6 25 6 40
Lily Pure 5 75 5 90
Tiger Pure 5 55 5 70
Monarch (Windsor) 6 50
Essex Genuine (Windsor) 5 50
Brandram's B.K. genuine 7 00 7 15
" Anchor", pure 5 50 5 65
Ramsay's Pure Lead 5 50 5 65
Ramsay's Exterior 5 25 5 60
" Crown and Anchor", pure. 5 75 5 90
Island City pure lead 5 75 5 90
Sterling C.P. 5 75 5 90
Decorators' 5 25
Sanderson Peary's 5 75
Robertson's C.P. lead 5 50 5 65
Decorators' Pure 5 75 5 90
No. 1 brands 40c per hundred lower.

WHITE ZINC (DRY).
Extra Red Seal, V.M. 0 07 1/2

WHITE ZINC IN OIL.
Pure, in 25-lb. tins. 0 08 1/2
No. 1 0 07
No. 2 0 05 1/2

WHITING.
Plain, in bbls 0 70
Gilders bolted in barrels. 1 00

HARDWARE

AXES.
Carpenters', per doz. 12 50 14 00
Plainship, " " 18 00 22 00

AXES AND HATCHETS
Single bit, per doz. 6 00 9 00
Double bit 10 00 12 00
Bench Axes 6 75 10 00
Broad Axes 22 75 25 00
Hunters' Axes 5 00 6 00
" Boys' Axes 5 75 6 50
Lathing hatchets 4 70 10 00
Shingle " 1 45 6 75
Claw " 1 70 5 00
Barrell " 5 50 6 85

ANVILS.
Taylor-Forbes, prospectors 0 05 1/2
Buckworth, per lb. 0 10 1/2

AMMUNITION
" Dominion" Rim Fire Cartridges and C.B. caps, 50 and 2 1/2 p.c.; B.B. caps, 50, 10 and 2 1/2 p.c.; Centre Fire Pistol Cartridges, 25 and 2 1/2 p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2 1/2 p.c.; Brass Shot Shells, 45 and 12 1/2 p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 35 p.c.; "Sovereign" Bulk Smokeless Powder, 35 p.c.; "Regal" Dense Smokeless Powder, 35 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 35 p.c. Empty Shells 35 p.c. 90 days net.

Ordinary drop shot, AAA to dust \$7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, \$1 20, per 100 lbs.; bags less than 25 lbs., 4c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits. 30 and 10
Irwin's auger. 47 1/2
Gilmour's auger. 60
Rockford auger. 50 and 10
Gilmour's car. 47 1/2
Clark's expansive. 40
Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

doz. pairs.
stearns wood track 4 50 6 00
Zenith. 47 1/2 9 00
Atlas, steel covered. 5 00 6 00
Perfect 8 00 11 00
New Milo, flexible 6 50
Double strap hangers, doz. sets. 6 40
Standard jointed hangers, " 6 40
Steel King hangers, " 6 25
Storm King and safety hangers 6 50
" rail. 4 25
Crown 4 85
Crescent 6 50
Sovereign 7 25
Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.
Steel, track, 1 x 3-16 in (100 ft) 3 25

BARN DOOR LATCHES

Challenge, dozen. 2 25
Defiance, dozen. 2 75
Gem dozen. 7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, \$1.15 up.
Farm bells, No. 1, \$1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

Carriage Bolts, common new \$1 list Per cent
" " and smaller. 70
" " 7-16 and up
" Norway Iron (\$3 list) 60
Machine Bolts, 1/2 and less 60, 10 and 10
Machine Bolts, 7-16 and up. 60
Plough Bolts 53, 5 and 10
Blank Bolts 60
Bolt Ends 60
Sleigh Shoe Bolts, 1/2 and less 60 and 10
" 7-16 and larger 55 and 5
Coach Screws, new list. 75
Nuts, square, all sizes, 4c. per lb. off
Nuts, hexagon, all sizes, 4c. per lb. off.
Stove Rods per lb., 54 to 6c.
Stove Bolts, 80

A Real Surety Bond

Stark, Seybold, Ltd., Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Ltd., Victoria, B.C.; Hobbs Hardware Co., London, Ont.

hardware. (2 p. c.)

Say, Brother Hardwareman

did you know that we manufacture the most complete line of

CUTLERY

in the world? The "Clauss" Shear Company can supply all your needs and will help to sell your goods by their insistent consumer advertising. Our Natural Gas Process produces a blade with a perfectly tempered edge. Our catalogue cannot help being of value to you! Send for it.

CLAUSS SHEAR COMPANY, 169 Spadina Ave., Toronto

TINNERS' SNIPS



PIECED WARE.

Discount 40 per cent.
4-qt. flaring sap buckets, 40 per cent.
6, 10 and 14-qt. flaring pails 40 per cent.
Copper bottom tea kettles and boilers, 40 p.c.
Coal hods, 45 per cent.
Boiler and tea kettle pits, 40 p.c.

PLANES.

Wood bench, Canadian, 40, American, 35 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, \$1.55 to \$3.50, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PUMPS.

Berg's wing pump, 75 per cent.

BAKERS.

	per doz.
Baker's	7 50 11 00
" King Outter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stopper	16 00
Gillette Safety, each	8 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 09
Pure Manila rope	0 10½
" British" Manila	0 09½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea	0 09
Jute	0 08
Lath Yarn, single	0 16
" double	0 08½
Sisal bed cord, 48 feet, per doz.	0 65
" 60 feet, "	0 80
" 79 feet, "	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" 4-ply twine	0 30
Mattress twine per lb.	0 45
Staging "	0 37 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURS.

Iron Rivets, black and tinned, 50, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ¼-lb. packages 1c. per lb.; ½-lb. packages 2c. per lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET NAIL

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

HAD IRONS.

Mrs. Potts, No. 55, polished, per set	0 75
" No. 50, nickel-plated, "	0 80
" handles, japaned, per gross	8 40
Common, plain, "	4 25
" plated, "	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 35 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 20
Solid, 3 to 30 lbs.	1 40

SASH CORD.

No. 8, per lb. 0 34½

SAWS.

Atkins Hand and Crescent, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.

SAW SETS.

Canadian discount, 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 45 p.c.
Burrow, Stewart & Milne - Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50
Richelieu, 50.
Warren new Standard, 35; Champion, 45
Weigh Beams, 30.

SCYTHE SNATHS.

Canadian, 40 per cent.

SCREWS

	Percent
Wood, F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	80
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz.	\$5 00
" iron, per doz.	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 35 per cent.

SCREW DRIVERS.

Sargent's	per doz.	0 65	1 00
North Bros., No. 30	per doz.	16 80	

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Baker, hockey 50c. upwards; spring, Empire hockey sticks, \$3 00, \$3.50.
Micomac and Rex sticks, \$4.00, \$6.00.
Pucks net, \$1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.;
No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. \$2 85

SHAPS.

Harness, 25 per cent

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks		8 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12
Coopers' staples, 45 per cent.	
Right spear point, 75 per cent.	

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33½ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 00
7 inch	7 50
Nestable, 45 per cent.	

STOVEPIPE ELBOWS

5 and 6-inch, common, per doz.	1 22
7-inch	1 35
Polished, 15c per dozen extra.	
Thimbles, 70 p.c.	

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75
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STONES—OIL AND SOYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 30
" Axe	"	0 10	0 10
Deer Creek	"	0 10	0 10
Deerlick	"	0 25	0 25
" Axe	"	0 15	0 15
Lily white	"	0 42	0 42
Arkansas	"	1 50	1 50
Water-of-Ayr	"	0 10	0 10
Soythe	per gross	8 50	5 00
Grind, 40 to 200 lb., per ton		30 00	22 00
under 40 lb.		24 00	
300 lb. and over		28 00	

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; turbing buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch poi shoe rivets, 45 and 10; cheese box tacks, trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINER.

Universal, ass akin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 10
Chesterman's linen, No. 1822, 66 ft. ea.	1 11
" Metallic No. 1821	1 90
" Steel, No. 1840, 60 feet	4 20

TROWELS.

Disston's, 10 per cent.

THERMOMETERS.

Tin case and dairy, 75 to 75 and 10 per cent

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS' TRIMMING.

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	0 60
" Rat Traps	1 20
Easy Set Mouse	0 45
" Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs.		3 55
Saw vise	4 50	5 00
Blacksmiths', 60; parallel, 45 per cent.		

WASHING MACHINES.

New Ontario	41 25
Round, re-acting per doz.	73 75
Square	77 50
Dowsell	48 75
New Century, Style A	93 75
Ideal Power	185 00
Daisy	67 50
Stephenson	74 00
Puritan Motor	185 00
Connor, improved	48 75
Ottawa	51 25
Connor Ball Bearing	108 75
Connor Gearless Motor Washer	172 50
20 per cent.	

WRINGERS

Royal Canadian, 11 in., doz.	46 25
Improved Royal Canadian, 11 in.	48 75
Eze, 10 in., per doz	47 25
Bicycle, 11 inch	58 25
Trojan, 12 inch	101 50
Challenge, 3 year, 11 in.	49 75
Ottawa, 3 year, 11 in.	56 00
Favorite, 5 year, 1 in.	67 00
20 per cent.	

WHEELBARROWS

Navy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " 34 in.	1 00
" " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork, hoe, rake and shove handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods p.c.

WRENCH

Agricultural, 67½ p.c.

WROUGHT IRON WASHER

Canadian, 50 per cent.

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Locks, Knobs, Escutcheons, etc

Corbin Cabinet Lock Co., New Britain, Conn.

National Hardware Co., Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools.

Pink, Thos., & Co., Pembroke, Ont.

Manufacturers' Agents.

McIntosh, H. F., & Co., Toronto.
Gibb, Alexander, Montreal.
J. M. Kains & Co., Vancouver, B.C.
Lion Metal Co., Montreal

Metals.

Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal.
Kemp Mfg. Co., Toronto
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto.
Stairs, Son & Morrow, Halifax, N.S.
Thompson, B. & S. H. & Co., Montreal.

Metal Shingles, Sidings, Etc.

Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.

Oakey, John, & Sons, London, Eng.

Mop Wringers.

White Mop Wringer Co., Fultonville, N.Y.

Nails Wire

Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills, Montreal
Parmenter & Bulloch Co., Gananoque
Jas. Pender & Co., Ltd., St. John, N.B.
United States Steel Products Export Co., Montreal.

Oilers

Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto, Ont.
Wright, E. T., & Co., Hamilton, Ont.
Maple City Mfg Co., Monmouth, Ill.

Oil Stones.

Canadian Hart Wheels, Hamilton, Ont

Oil Tanks.

Bowser, S. F., & Co., Toronto.

Ornamental Iron and Wire.

Dennis Wire & Iron Co., London Ont.
Canadian Wire Goods Mfg. Co., Hamton

Padlocks

Corbin Cabinet Lock Co., New Britain, Conn.

Pail Clasps

J. N. Warminton, Montreal

Paints, Oils, Varnishes, Glass.

Brandram-Henderson, Montreal
Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne, Engl
Canada Paint Co., Montreal.
Dods, P. D. & Co., Montreal.
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
McCaskill, Dougall & Co., Montreal.
Moore, Benjamin, & Co., Toronto.
Pilkington Bros., Ltd., Montreal
Ramsay & Son, Montreal.
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
Stephens, G. F. & Co., Winnipeg.
Martin-Senour Co., Montreal

Paris Green

Hoyle, Robson, Barnett & Co., Limited, Newcastle-on-Tyne.

Perforated Sheet Metals.

Canada Wire Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton.

Plows.

The Paris Plow Co., Paris, Ont

Portland Cement.

Canada Cement Co., Ltd., Montreal
Thompson B. & S. H. & Co., Montreal.

Poultry Netting.

Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Razors.

Clauss Shear Co., Toronto.
Gillette Safety Razor Co., Montreal

Razor Hones

Canadian Hart Wheels, Ltd., Hamilton

Reaper and Mower Supplies

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Registers

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Rivets

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United Roofing & Mfg. Co., Philadelphia, Pa.
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Galt Art Metal Co., Galt, Ont.

McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto.

Rubber Stamps

Hamilton Stamp and Stencil Works, Hamilton

Rules and Gauges

Jas. Chesterman & Co., Ltd., Sheffield, England

Saws.

Atkins, E. C., & Co., Indianapolis, Ind
Dixson, Henry, & Sons, Philadelphia
Simonds Mfg. Co., Fitchburg Mass.

Scales.

Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co., Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts.

Canada Screw Co., Hamilton, Ont.
Dominion Wire Mfg. Co., Montreal.
Montreal Rolling Mills Co., Montreal.

Shears, Scissors.

Clauss Shear Co., Toronto.
K. Heinisch's Sons Co., Newark, N.J

Shaft Splice

Hercules Shaft Splice Co., Stratford, Ont

Shovels and Spades.

Frothingham & Workman, Montreal.

Silverware.

McGlashan, Clarke Co., Niagara Falls.

Snaps

Covert Mfg. Co., Troy, N.Y

Sprayers

Cavers Bros., Galt, Ont.
Thos. Davidson Mfg. Co., Montreal
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton

Spring Hinges, etc.

Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Steel—Cold Rolled Strip.

Morris & Bailey Steel Co., Pittsburg, Pa

Steel Rails.

Nova Scotia Steel & Coal Co., New Glasgow, N.S.
U.S. Steel Products Export Co., Montreal

Stencils

McClary's, London, Ont.
Kemp Mfg. Co., Toronto
E. T. Wright & Co., Hamilton, Ont.

Stoves, Furnaces

Burrow, Stewart & Milne Co., Hamilton
W J Copp, Son & Co, Fort William, Ont

Canadian Heating & Ventilating Co.

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Davidson, Thos., Mfg. Co., Montreal.
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Pease Foundry Co., Toronto.
Jas Smart Mfg Co, Ltd, Brockville, Ont

Stove Repairs

Jones Bros., Toronto

Tackle Blocks

Boston and Lockport Block Co., East Boston, Mass.

Tacks.

Montreal Rolling Mills Co., Montreal.
Canada Screw Co., Hamilton
U.S. Steel Products Export Co., Montreal

Tapes.

Lufkin Rule Co., Windsor, Ont
Jas. Chesterman & Co., Sheffield Eng.

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A. C. Leslie & Co., Montreal

Tee Calks

Jas. Pender & Co., Ltd., St. John, N.B.

Trucks.

Aylmer Pump & Scale Co., Aylmer, Ont
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Vacuum Cleaners

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Ventilators.

Harris, J. W., Co., Montreal.
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Washing Machines, etc.

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Woodstock Wagon Co., Woodstock

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Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
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J. N. Warminton, Montreal

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Canada Wire Goods Mfg. Co., Hamilton

Wire Machinery

Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Woodenware

Wm. Cane & Son, Newmarket

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If you have not an assortment of



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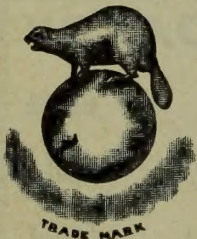
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A trial order solicited. Prompt shipment made. Special gauges made on short notice.

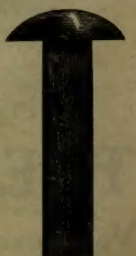
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Canada Screw Co., Limited

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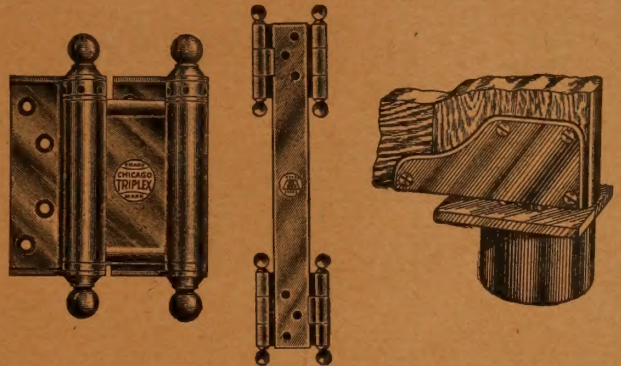
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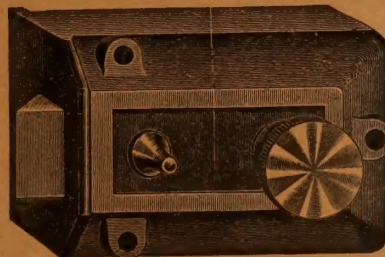
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Cylinder Night Latch, No. 103



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Steel, Metallic, Linen, Pocket, Ass Skin,
Pat. Leather, Bent Leather, Etc.

ARE THE BEST AND MOST POPULAR TAPES IN THE WORLD.
YOUR STOCK IS NOT COMPLETE WITHOUT THEM.

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Any Broom bearing the Keystone trade-mark can be relied upon to give satisfaction, and you can place it in the hands of a customer with an assurance that there will be no complaint about its wearing qualities. If, however, you desire to handle the very best that can be produced, select the

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